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CBS Demands Approval Of Import Flow

By ROMAN KOZAK

NEW YORK. CBS Records has toughered its stand on the importation of its product into the U.S. It is claiming that, under the provisions of the 1976 Copyright Act, it has the exclusive rights in the U.S. to recording released by its subvoludaries abroad And it is threatening legal action against any importer or taileter selling imported CBS product without its authorization.

The exception, indicates a CBS spokesman, would be if an act were signed to CBS abroad, but CBS did not own the copyright for the US In that case, whoever dues own that copyright would have the US rights to that product! But most acts signed to CBS have worldwide deals, the spokesman says.

In a letter sent to its accounts. CBS asks them to call Barbara Ackerman in its legal department to check whether CBS has authorized the (Continued on page 62)

Urban Programmers Hit 'Suggestive' Song Lyrics

By LEO SACKS

NEW YORK Sexually explient pop songs may be getting out of hand, according to the nation's top black and urban contemporary programmers. "Yum Yum" by Nile Rodgers

of Che is the latest in a spate of "suggestive" pop singles that have met with a negative response from broadcasters. The time, on the Alantic distributed Mirage label, employs the sort of street dang that, while born out of the blues tradition, is altenating programmers who feel that it overtrides the boundaries of "good taste".

"There's a thin line between a broadcaster's responsibility and the issue of cemoorhip," awerts KACL-FM. Los Angeles program director Alonzo Miller, who served as the evecurite producer for the "Street Songs" I.P. bs. Rick James in 1981. "But I'm appalled that major Tabels have the nerve to bring some of this soul?" are 1991. "Miller, who has suff around "Miller, who has

"passed" on the "Your Your" disk says, "It's a personal affront when a promotion man knows that a record is controversal but tells me to add it 'at my discre-

He and other programmers lear that the cumu of such recent hits as "Nasty Girl" by Vanity Six, Marvin Gaye's "Sexual Healing," "Ya Mania" by Wul Ticket, Berlin's "Sex (I'm A __)" and "Little Red Corvette" by Prince undernance the integrity of blacks and pose a threat to the growth of the for-mat. Yet the broadcasters acknowledge that they play these records, in edited versions or in their entirety, because of their reluctance to lose listeners to competing urban stations. But they as they are anxious to see major tabel a&r executives evert greater influence when it comes to releasing "raunchy" lyrics

We're not trying to be cen-(Continued on page 14)

PolyGram Advances CD Bow; WEA Enters

By IS HOROWITZ

NEW YORK PolyGram Records has cut at least three months from the timetable for its introduction of the digital Compact Dis-(CD) in the U.S. via a joint "demonstration, and lest-marketing" program with Magnavox.

The campaign will see Magnavor digital players tagged at "about 5800" and Phylogram software carrying a suggested list price of \$16.05 on safe this munit in as many as 100 retail outlets across the country-well in advance of the full-scale or one of the full-scale of the full-scale

News on the European launch of the Compact Disc, page 3

I tother market acceleration of the laser-read disk and playback system comes with word from the WLA group of labels that they will participate in the European CD launch this month and will be prepared to supply disks early on in this country as well, if demand warrants it Warrants and Communications lie announced its

formal commitment to the new technology, last week via a statement from Steven Ross, WCI chairman and chief executive officer, and the heads of all the company's recording operations.

There will be 35 titles in the initial batch of PolyGram recordings, comprising both classical and pup titles (Continued on page 60)

RCA Tightens Returns Policy For Retailers

By JOHN SIPPEL ANGI LES- Effective

March I. RCA is changing its return policy for accounts whose business it less than 515 whoseale. The label is dropping its returns allowance from 22% to 1845 for such accounts. Under branch marketing vice preudent Larry Gallagher's signature. RCA sent out three different formation page 68]

- Inside Billboard-

- COUNTRY RADIO PROGRAMMERS and salespeople addressed a wide variety of topics at the 14th annual Country Radio Seminar, held 1 et 14-17 in Nashville. Complete coverage of the event appears on pages 6, 49-51
- FMPLOYEE BORROWING at the 35-store License Pizza chain recoming under helated scrutiny from major suppliers. At issue is a longstanding company policy that allows celerk to horrow new LPs and tapes, and the chain to return them as defective. Page 3.
- THE GRAMMY AWARDS celebrated their 25th anniversary last week, and the ceremony was dominated by the group Toto, whose five-Grammy weep matched Quincy Jones' triumph of last year and Christopher Cross' of 1980 Page 3
- THE PEACHES CHAIN and its parent company, URT, recently held a S4 million stock offering to raise capital for diversification. The offering sold out within five days. Retailing, page 25.
- VIDEO SPECIALTY STORES are cropping up all over the U.S. and Canada, and along with them is cropping up a contoversy involving independent store owners who claim to be tranchisers but aren't. Page 6.
- SHIFTING BUYER PATTERNS and an increase in the age of the average record/tape buyer are analyzed in a survey made public by the RIAA. The research comes from diary entries made between 1979 and 1981 by 13,000 consumers. Page 3



AMGELYNE HOLLYADDD'S ROCK GODDESS New available on 12" Pic trum Record and single Fealuring THE NEXT SOUND: LEE ANN LOVE und SYXY STRANGER Produced by sordial Michaels, Jake Garell and Lee and C. Johnson On Erick Records: Distributed by AZRA International (22)3) 189-3246; v. 313-300-3246.

Adverteemen



Lee Greenwood

His New Address

Foothing The First Bingle 1.0.4

"Kilroy...just a man whose circumstances went beyond his control.."

KILBOYWASHER

"KILROY WAS HERE"...THE NEW ALBUM FROM STYX...ON A&M CASSETTES AND DISCS. GET IT WHILE YOU STILL CAN.

INCLUDES THE HIT SINGLE, "MR. ROBOTO".

FRONT LINE MANAGEMENT

Henry Mancini All hut a few of this year's pop. rock, r&b and country Grammy winners were first-time recipients These acts include such long-serving veterans as Lionel Richie, who finally triumphed after 18 unsuccessful nominations over the past five years as group member, songwriter, producer and film scorer. Other first-time winners were Sarah Vaughan (first nominated in 1959), Mel Torme ('62) and Marvin Gaye C67), plus Joe Cocker, Melissa Manhester. Barbara Mandrell and Roy

Toto Is The Big Story At 25th Annual Grammy Awards

Clark. But perpetual bridesmaids Flion John and Diana Ross both lost again, John for the 13th time and Ross for the 12th.

Columbia led in label competition with 16 Grammys, including one for Australia's Men At Work as hest new artist. This is the second year in a row that an act which was picked up from a lahel's fureign company has won the new artist award; EMF's Sheena Easton similarly scored last year. Only two other international acts in Grammy history have been cited as hest new artist: the Beatles in '64 and Tom Jones in '65. (Men At Work are, surprisingly, CBS' first act to win as best new artist since Robert

Goulet was so saluted 20 years ago.) The continuing impact of motor pictures on the record and tape trade was reflected in Grammys for music By PAUL GREIN

from "ET," "An Officer And A Gentleman," "Rocky HI," "Raiders Of The Lost Ark" and "Chariots Of But, in an odd twist, "Chariots" composer Vangelis did not win y, while saxophonist Ernie Watts did for a dance-oriented cover

Toto is only the third artist/producer to win the Grammy for producer of the year, following Stevie Wonder ('76) and the Bee Gees ('78). Fittingly, the first winner in the producer category was Thom Bell, whose hits for the Spinners greatly

influenced the sound and spirit of "Always On My Mind" upset the Toto handwagon hy winning the key song of the year award. It also won

ing the first tune to win both prizes since Bohby Russell's "Little Green Apples" in 1968. "Always" is the sec-

ond successive song of the year champ-following "Bette Davis to have been written years hefore it gained popular (and Grammy) recognition
"Always" was previously cited as single, album and song of the year

by the Country Music Assn. Alabama, which won the Grammy for country group performance, was also the CMA's choice in that cate-"Turn Your Love Around" was a

surprise winner as best r&b song, upsetting Marvin Gaye's smash "Sexual Healing," "Turn" was corttten hy Jay Graydon, Bill Champlin and Toto member Steve Luka

ther. Graydon and Champlin previously teamed (with David Foster) to write 1979's best r&b song winner, "After The Love Has Gone." Foster was also a winner this year, for producing Geffen's "Dreamgirls" cast

Several winners this year in creased already formidable his 19th classical award, pulling within one of Henry Mancini's longstanding record of 20 awards. John Williums upped his Grammy total to 14, Leontyne Price to 12, Pierre Boulez to 11 and Itzhak Perlman to 10

Other repeat winners include Richard Pryor, who won his fifth award for best comedy alhum Ipulling within one of Bill Cosby's record of six comedy Grammys, from 1964-'691 and Pat Benatar, who won her third straight award for female rock performance Count Basic, who won two

Grammys in the first year of the competition in 1958, won his eighth award this year Prizes also went to (Continued on page 66)

Compact Disc Launched In U.K.

York following the opening of his two-week engagement at the Uris Theatre. The singer is seen with actreas Morgan Fairchild, left, Pia Zadora, center; Mrs. Johnnie Benson; George Benson; and Arista president Clive Davis.

PARTY PEOPLE—Arista Records to asted Barry Manilow with a party in New

ASCAP Sets New High With Total '82 Receipts

streak of new yearly highs remained unbroken as board member Ed Murphy revealed at a membership meeting here Wednesday (23) that total 1982 receipts climbed 10.7% to \$186.975.000 over 1981's \$168.

Reflecting the current domestic onomic sluggishness, interest on ASCAP's investments and membership dues slipped. The stock market funds dropped 13 1% to \$5,231,000 from the prior year's \$6,021,000 Dues fell 1.6% from 1981's \$574,000 to \$565,000 Overall, however,

year's \$136,489,000. Receipts from foreign soci

virtually plateaued, with 1982's \$25,889,000 less than a percentage point up over 1981's \$25,820,000 Overhead, which includes salaries and expenses for the home office

and 20 branches in the U.S., was \$35,251,000, up 8% from the previous year's \$32.464,000. Overhead, when subtracted from total dnmestic receipts, provided a balance of \$125,835,000 for distribu-

tion, rising 10% over 1981's \$110, 620,000 ASCAP last year distrib-

By MIKE HENNESSEY LONDON-"The sooner the

Compact Disc replaces the conven-tional black vinyl LP, the better, as far as I am concerned." So said Hans Gout, PolyGram's sensor director Compact Disc, at the Sony U K presentation here Wednesday (23) to launch the system in Britain

Asked whether, in view of Poly Gram's substantial investment in analog recordings, the firm expected to phase CD in gradually. Gout said: "Not at all, as far as I am concerned, the sooner the old-fashioned

disk becomes obsolete, the better," Sony's launch of the system was pitched on a mass-market level, with top artists Ian Anderson, Kennes Jones, John Lodge and Midge Ure in attendance to endorse it, and a concentration on CD's popular rep-

British Phonographic Industry (BPI) chairman Chris Wright well comed CD as a system which could redirect people back to an apprectation of audio without the benefit of the video element. He agreed that CD made LP collections out of date but expressed reservations that the system could provide excellent mas-

ters for pirate operators. "We in the record industry would have liked to have had a dialog earher on in order to grasp this nettle and try to solve the problem," he said. "I am very worned about the possibility of a Compact Disc player heing incorporated into a music cen-

PolyGram, Sony Formally Present System In London currette reconder

Wright, however, admitted that he had made a cassette copy of a CD recording at home, had played it back, and was pleased to find that while the quality was good, it was substantially inferior to that of the

Response to the CD launch in the U.K. has been predominantly enthusiastic, although there have been reservations about the piracy problem, the question of recycling analog recordings into the CD format, and the need for higher recording stand ards to match the critical fidelity of

Suppliers Take New Look At Chain's Lending Policy

LOS ANGELES-A long-standing hut little-known employee borrowing privilege offered by Liconce Pizza stores is undergoing belated scrutiny from major suppliers. At issue is how the 35-store chain returns LPs and tapes previewed by its clerks, and whether that policy could prove a volatile precedent

Jim Greenwood, president of the Glendale Calif chain confirms that the hasic premise behind the "bor-row book" kept in its Southern California outlets has been in place sine the formation of Licorice Clerks may borrow up to five alhums or tapes each week, which are then re

turned to the store and processed as part of its regular returns cycle. Far from concenting the policy

Greenwood says he's proud of it It's not intended to curb pilferage. which it does accomplish, so m as to encourage store personnel to know the music better. In order to offer better service to customers in the store. I want my clerks to be able to give first-hand informati

onic and concert escalated (Continued on page 68) Survey Probes Disk & Tape Buyer Trends

By IS HOROWITZ

NEW YORK-New evidence of shifting demographic buyer patterns and product preferences in a contracting market for recordings in the US is provided in data made public last week by the RIAA.

The research, which buttresses strstically a number of widely held observations on industry marketing trends, comes from diary entries on actual purchases by a national panel of 13,000 consumers. It is conducted by NPD [National Panel Diary] Research Inc The RIAA took over sponsorship of the study last year from Pekwick International which

Results cover the years 1979-81 As expected, they document such factors as the rise of cassettes and the general aging of the average record huyer, if not by much more than a slight graying of the temples

The study will be a continuing effort, says the RIAA, with the results likely to gain in importance as longbase year of 1979 Data for 1982 will he made public during the NARM convention nest month but early analysis is said to indicate continon of trends already tracked.

Inogerating the new base year of

week with "Thriller" and its smash hit "Billie Jean" Details in Chartheat, page 6.

9 with previously published RIAA reports of manufacturer shipments of product, the new document shows shipments declining by 13 percentage points in units from 1979 to 1981, and by only two percentage

Sweep For Jackson LOS ANGELES-Michael

Jackson stages a clean sweep of the No. 1 spots on Billboard's pop, black and dance charts this points in dollars. The latter amount, however, declines to ahout nine percentage points if inflation is factored in. Shipments to the record club/direct marketing sector, broken out by RIAA for the first time, show a drop of 14 percentage points in units and 28 points in dollars over the same period.

Cassette purchases as reported by

the diary-keeping panel increased from 7% of all recording purchases in 1979 to 18% in 1981 at retail, and from 16% to 26% in direct marketing. Of all cassettes purchased in 1981 23'F were hought as gifts, up from 20% in 1979

(Continued on page "0)

Where the "borrow book" ap

In This Issue 38, 40 COUNTRY INTERNATIONAL PRO EQUIPMENT & SERVICES RADIO...

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New LP & Tape Releases Rock in Rolling Slock Market Quotations The Bhythm & The Slues Video Music Programming

TALENT & VEHILES

2TRANC

Top LPs & Tape
Black Singles LPs
Country Singles, LP
Radio Singles Action 16, 18, 20 22 23 Adult Contemporary Singles Hits Of The World

Videocassette Rentals Sales Disco/Dance Top 80

Singles Review

Ten albums are set for release in March by acts that reached gold or platinum with their last LPs. All are single-disk

Artist	Title	Label	Release Date	Format
Louis Clark & the Royal Philharmonic Orchestra	Hunked On Classics III	RCA	late March	medley
Jane Fonda	Workout Record Far Pregnancy, Birth & Recovery	Colombia	third week	exercise
(Al) Jarreau	Jarreau	Warner Brus.	March 23	studin
Joan Jett & the Blackhearts	(untitled)	Boardwalk	late March (tent.)	studin
Pink Floyd	The Final Cut	Columbia	third week	studio
Patrick Simmons	Arcade	Flektra	March 18	studio
Rick Springfield	Living In Oz	RCA	late March	studio
Whispers	Lave Far Lave	Sular/Elektra	March 4	studio



upbeat artial ralations as president Al Bergamo, second from left, gets a squeeze play from two of his newsat acts, both with the Permian label aigned to MCA. From left are Katy Moffatt, Lynn Anderson and Chuck Rot

Pink Floyd Leads March Releases

Throbbing Python Of Love Casablanca

Greatest Hits

Albums Also Due From Jett, Springfield, Other Stars

The Who

Robin Williams

LOS ANGELES-Pink Floyd's followup to "The Wall," the No. I album of 1980 on Billboard's yearend churts, leads the list of star releases due in March. Also expected: followups to platinum sets by Joan Jett & the Blackhearts, Rick Springfield, Al Jarreau and Jane

Pink Floyd's "The Final Cut." subtitled "A Requiem For The Post War Dream," is described as a co ceptual work about the post-World War II era. The alhum was produced by Roger Waters with James Guthrie and Michael Komen A 15-minute film has been prepared to pro-

The Wall" way certified gold and platinum simultaneously (in March, 1980), a mark of immediate accept ance which also greeted Jett & the Blackhearts' "I Love Rock'n'Roll" last April and Springfield's "Success Hasn't Spoiled Me Yet" last May A new, as-yet-untitled Blackhearts albuni is "tentative" for late March. Springfield's "Living In Oz" is con-

sidered firm for the same time

mote the album.

"Jarreau," Al Jarreau's followup in the smash set "Breakin" Away," is due March 23, the same time as Jane Fonda's Workout Record For Pregnancy. Birth & Recovery " "Breakin' Away" went gold in October, 1981 and platinum a year later, Fonda's first "Workout Record" went gold last September and platinum in January

The first solo album by Patrick mmnns of the now-defunct Doobte Brothers is pegged for a March 18 release on Elektra Sim-

Atari To Dismiss 1.700 Workers

SANTA CLARA, Calif -The Atari division of Warner Communications is dismissing 1.700 employbased stall, and moving most of its manufacturing to Taiwan and Hong Kong, where it already has facilities.

The first 600 workers were terminated last week with layoffs to continue through June. Workers in the video game and home computer areas are affected, as Atari is moving production of almost all game and computer hardware to the Far East.

The 5200 advanced video game (Continued on page 68) mons' former colleague Michael McDonald went gold with his solo debut last year on Warner Bros. The Doobies collected four platinum

Solo debuts are also due in the month by two members of groups which have yet to match in the '80s the platinum success they enjoyed in the '70s. Bad Company drunmer Si-mon Kirke will bow March 25 with Wild Life" on Swan Song: Chic guitarist Nile Rodgers is set for March II with "Adventures In The Land Of The Good Groove" on Mi-

Also in March, Casablanca will at long last deliver the followup to "Reality What A Concept which went gold in August, 1979. The subsequent cancellation of Wil-liams' TV series "Mork & Mindy" could impact on sales, though Williams remains popular. Another comedy set with big sales potential is Joan Rivers' "What Becomes A Semi-Legend Most?," due March 23

March 31 (tent.) studio

Murch 7

on Geffen RCA will go to the well a third ume with Louis Clark's "Hooked On Classics." The original "Classics" LP went gold and platinum simultaneously in January, 1982, the second volume hit gold last September

Bee Gees Lose Lawsuit Over 'How Deep' C'right offered that the Bee Gees had acco

CHICAGO-An amaieur subur ban musician. Ronald H Selle. whooped with joy and Robin Gibb yelled "It's lies!" here Wednesday 123) when a federal jury decided the Bee Gees had infringed on a port of Selle's song to write their smash hit "How Deep Is Your Love."

The Bee Gees' fans, who had packed the courtroom throughout the seven-day trial, reacted with ones of outrage when the verdict was read. The six-member jury deliber-ated for five hours before reaching

Selle, an antique dealer and rch chnir director, had sued the Gibb brothers, Barry, Robin and Maurice, saying they infringed on 12 bars of his sung, "Let It End," and reworked them into their bit, which was used in the soundtrack of the blockbuster movie "Saturday Night Fever." Paramount Pictures, which produced the movie, and PolyGram Records, which distributed the RSO soundtrack, were also named in the

The Bee Grees won their first Grammy Award in 1977 for their Grammy Award in 1977 for their performance of "How Deep Is Your Live," the tune of which Selle claimed he wrote while shaving one morning in 1975. Selle, of Hazel Crest, Ill., copyrighted his song but never published it or produced it commercially. He testified that he sent 14 demo tapes to record and music publishing companies and that only 11 of these tapes were returned.

Although no evidence was ever

to Selle's song, his lawyer, Allen Engerman, contended the two song were so similar the Bee Gees had to have heard it. Engerman said it was the testimony of Arrand Parsons, a music theory expert from Northwestern University, which convinced the jury.

Parsons testified that after com-

paring certain measures, it was his opinion "that the two songs have such striking similarities that they could not have been written independently of one another. Each of the Gibb brothers took

the witness stand to deny hearing Selle's song before composing "How Deep Is Your Love." Barry Gibb said he and his brothers wrote the song in 1977 while isolated in a French chateau.

Perhaps the most damaging testi-

(Continued on page 68)

Muni Receiving Martell Award

NEW YORK-Scott Munt. operations director and air personality at Metromedia's WNEW-FM here, receives this year's Humanitarian Award from the T.J. Martell Foundation For Leukemia & Cancer Research at the charity's annual dinner at the New York Hilton Hotel on

Muni, who joined Metromedia in 1967, is a member of the executive council of the T.J. Martell Foundation. For further dinner information contact Munel Max, director of development, at (212) 245-1818.

Executive Turntable

mediately Ochs, who had been assistant editor, is based in the Los Angeles **Record Companies**

CBS Records has appointed Marvin Cohn senior vice president of business

affairs and administration in New York. He has been senior vice president of business affairs for the division since 1981 and joined the company in 1965. . CBS has also named William Fox vice president of

perations. He has been vice president on the nperations. He has been vice president on the staff of the deputy president of the CBS Rec-ords Group since 1980, and will continue his responsibility for CX development and as-liaison with CBS Records International on manufacturing operations and coordination PolyGram Records in of CD activities

New York has appointed Lisa Rothblum senior attorney. She has worked in the litigation department of the law firm Greenbaum, Wolff & Ernst. De-Lite Records has appointed Joe Medlin sales director in New York. He has worked for the Polydor and Spring labels. Terry Sutter has been appointed district manager for Capitol Records in Chicago, replacing Larry Krutsinger. who has been named vice president of international sales for Capitol Magnetic
Products in Hollywood Sutter headed Capitol's Dallas distinct prior to his promotion. Krutsinger, who joined Capitol in 1971, has overseen Chicago bi operations since 1977. Stan Layton has been named vice president of sales and marketing for Larc Records in Los Angeles Layton, a former vice presi dent of marketing for MCA Records, served in a similar capacity in his last osition with Chrysalis Records. . WEA International has named Didier position with Chrysalis Records. . . WEA International has named Didier Deutsch staff writer in New York. He has held posts at the RCA, CTI and ZE labels and has produced various compilation LPs for Columbia and RCA. . The Benson Company in Nashville has made three appointments. David Spear has been named church marketing coordinator, Jan Binkley has joined theradio promotion stall; and Mike Gay has been promoted to telephone sales su-

Marketing

Linda Braz assumes promotion and advertising duties for Pacific Record & Tape for the northern California region. She joined PRT in 1979 and has worked in the sales department for the past year. Pricerite Entertainment Corp., New York, has named Susan Fichtelberg vice president and director of export. She has worked for Record Haven Export and Galiko Music.

Belwin-Mills Publishing has appointed Arlene Fishbach licensing manager after 10 years with the Harry Fox Agency, where she directed the television licensing department. She is based in New York. Video/Pro Equipment

Mort Fink, president of Warner Home Video, has resigned. A successor has not been named Epyx, Sunnyvale, Calif., has named Michael Katz president and chief executive officer. He comes to Epyx, a com-



puter game software manufacturer, from Coleco Industries, where he was vice president of marketing and director of corporate communications ... Maxell Corp. of America has named Herb Maisumoto vice president and general manager of marketing and sales, a new post for the company, based in Moonachie, N.J. He was deputy manager of the marketing and international department of Hitachi-Maxell in Tokyo... Blair Video Enterprises has appointed Lennart Ringquist to

the new post of executive vice president, creative affairs. Videowest Productions in San Francisco has named Kevin Moloney controller

Related Fields

Carter Moody joins the Country Music Assn. as editorial assistant in the organization's public information office. Based in Nashville, he was a staff re-porter for Billboard there. Arthur Baker has been named president of Rain-bow Programming Services, Woodhury, N Y

Bilboard (ISSN 0066 7510) Yell 95 No. 9 spakinded weekly recreal for the last week on Dreem healt by Bilboard Publications, Nr., One Autor Plazza, ISSS Boodways, New York NY 10005 Sob-postperior ale analysis Loci collemental US 1510 Sociedans (propostperior and a variable collemental US 1510 Sociedans (propostperior and a variable on proceedings) of the Commental US 1510 Sociedans (propostperior and a variable on proceedings) of the Commental US 1510 Sociedans (propostperior and Variables) of the Commental US 1510 Sociedans (propostperior and Variables) of the Commental US 1510 Sociedans (procedure) of the Commental US 1510 So



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E.T.' OK, Music Slow At MCA

berg's adorable alien continues to nate financial returns for MCA Inc., with continuing income from jump in fourth quarter earnings and jump in tourth quarter earnings and an \$86 million increase in year-end earnings during 1982. In the process, flat performance from MCA's record and musse publishing arm, similarly stagnant results for its retail division and a sharp plummet in its 1982 tv revenues were all but eclipsed by totals released last week

For the year, net income boomed to \$176,198,000 or \$3.69 a share, as compared to \$89,788,000 or \$1.88 during fiscal 1981. Grosses climbed \$1.587,618,000 for '82, from \$1,328,988,000 the previous year, while fourth quarter revenues were \$438.975,000, up from \$388.804,000 ale quarter in '81.

In the records and music publishing end, however, figures were con-siderably less dramatic. Year-end evenues and net earnings were both slightly down, with MCA reporting earnings of \$24,226,000 on gross rev-enues of \$165,933,000. This compares to fiscal 1981 earnings of \$25,216,000 on revenues of \$175,229,000

That divisinn's fourth quarter fig ures were rosier, however, showing a slight increase in earnings despite re ced revenues. Latter dipped to \$47,653,000 from \$49,745,000 for the same quarter a year earlier, but net figures actually increased to \$7,878,000 from a comparable fourth quarter '81 performance of

640 Attend 14th Annual **Country Seminar**

B. KIP KIRBY

NASHVILLE - Executives from the ranks of programming and sales addressed such issues as three-in-arow, abbreviated vs. tight playlists, AM's battle with FM, research and stional ploys and (for the first time! women in broadcasting at the nar, held at the Opryland Hotel here Thursday-Saturday (17-19).

in pages 49-51.

Paid registration was officially listed at 640, which surpassed last years total by 60 people 'This year's seminar drew 100 general managers, 135 program directors, 34 music di-rectors, 24 operations managers and 37 sales managers/personnel. (Additional figures were supplied by students and broadcasters' spouses I

Keynote for Friday's opening ses sion was delivered by Bob "Em-peror" Hudson, with Chuck Blore of Blore & Richman handling Satur day's address. The convention kicked off Thursday evening with a cocktail reception for artists and atlendees. Present were Alahama Crystal Gayle, the Osmond Brothers, Gary Morris, Jerry Reed, Joe Stampley, Ricky Skaggs, Sylvia and Waylon Jennings, among others.

With country radio now accou ing for more than 45% of total U.S. air time, this year's seminar was geared even more directly toward education than past gatherings. Ses-(Continued on page 51) only marginally hetter, with that di n posting a slight increase, but MCA's ty sector weathered a much os, dropping to \$277,092 000 from \$367,516,000 in 1981

Such snags couldn't curdle the overall picture, however, as oper-ating income bounded to \$251,336,000 for the year, as com pared to \$87,526,000 in 1981. Fourth quarter operating income likewise mushroomed, leaping to \$57,784,000 as compared to

Good fortune did bring a price however, in a corresponding boost in MCA's tax rate: Yearly rate rose to 35.6% from only 8.5% a year earher, and quarierly rate jumped from 14.5% a year earlier to 40.7% for fourth-quarter 1982. That tax bite translates to a 1982 income tax of \$97,500,000, compared to \$8,300,000 in 1981, and fourth quar-ter taxes of \$27,000,000, compared to \$2,400,000

Would-Be Vid Franchisers Seen Crowding The Field

LOS ANGELES-New video spe cialty stores are exploding through out the U.S. and Canada Spurring much of this growth is competition entrepeneurial independent store owners who claim to be franchisess

established store plan marketers in a Catch 22" situation, observers say the established franchisers, adhering to stringent franchise rules, become prey to would-he franchisers who are either unaware of federal and state regulations or deliberately ignoring them "We're being crue fied," complains Robert Moffitt of the Los Angeles-based franchise operation Video Biz

Officials of the Federal Trade Commission will not comment on whether the agency is looking into video store plan marketing. hope they are." says George Atkinson, pioneer store plan marketer, who says his Santa Monica, Calif.based Video Station firm was "singled out by the FTC as an example

because we were the first and the Officials at the federal level and at state franchise regulating agencies supplying Billboard with copies of regulations agree there is widespread confusion regarding fran-

chise rules. For example, many (Continued on page 28)

Chartbeat

largest.

Jackson And Q In View: The British Are Coming

Michael Jackson this week becomes the first artist in Billboard chart history to simultaneously oc-cupy the No. I spot on the pop and

black album and singles char "Thriller" is the nation's top pop album for the second week and is No. 1 on the black chart for the sixth week, its second single "Billie Jean moves up to No. I on the Hot 100

and also tops the black chart for the fourth week Added honus "Thriller" is No. I on the dance disco chart for the seventh straight

And Jackson may soon add still more jewels to his chart erown. Both Thriller" and "Billie Jean" stride to

mber two in the U.K. this week The last time an artist had the No. I pop album and single and the No. I black single at one time was in July. 1979, when Donna Summer was hot with "Bad Girls." But the top black

album that week was Teddy Pend-Sly & the Family Stone als topped the first three charts in De-cember, 1971 with "There's A Riot Goin' On" and the hit "Family Af fair," but the No. 1 black album as the time was base Haves' "Shaft"

All of which helps explain MTV's decision, revealed last week, to add "Billie Jean" to its programming lineup. The relatively few black acts who have previously received air-time on MTV have for the most part fallen into the reggae (Musical Youth) and rock [Tina Turner, Bus-

boys, Garland Jeffreys) realms. Thus the station's decision to add a mainstream black music smash (even if its mass audience appeal is by now rather obvious) is significant. Also this week, Quincy Jones joins

the select group of producers to re-(Continued on page 68)

NUMEROUS NATIONAL DEBUTS NEAR

Music Picks Up Steam On TV for the channel, beginning March · "We're Dancin"," a syndicated

half-hour show aimed at teenagers

airing Monday through Enday af-ternoons for two weeks in March.

with future production planned

The series is produced jointly by MG Films/Perin Enterprises and

All American Television, which dis-

· Rock'n'Roll Tonile," formerly

In The Midnight Hour" (Billboard

Dec 18), goes on the air the third

week in March, following "Saturday

Night Live" in four major markets

and on other channels in other mai

kets. The 90-minute show currently

is scheduled to run 26 weeks: it's a

tributes "America's Top 10

Marshall Arts

By LAURA FOTI NEW YORK - The latest trend in

television is music-be it on cable, on network or syndicated. At least a dozen shows are going on the air nationally in the next couple of months, or are being offered to syndicators. In addition, numerous lo cal shows have sprung up.

All the new music programs (ex-cept one) share the use of record company-supplied video clips as part of their mix, but there the sim larities end. Some, particularly the local shows, also offer live talent, including unknown bands, record rating and studio dancers. The national shows go even further, with special hosts, interviews, trivia and giveaways. Here's a rundown on

• "Radio 1990," five half-hour evening shows a week on USA Net-work, produced by ATI Video, which also produces "Night Flight"

PolyGram Launches Kiddie Line

NEW YORK. PolyGram Records launches its \$5,98 Ini Parachute, kiddie line in March with 15 albums under five different togos. While PolyGram branches will handle the line via music retail accounts. A.A.

Wonderland Records has been named to sell the catalog to "pure" toy and educational markets The releases include five albums under the Playskool logo, twn under Richie Rich, Tour Hot Fudge, two Captain Cookie and two Rainbow &

According to Rick Bleiweiss, vice president of marketing fur Poly-

Gram, marketing plans call for "tremendous tangential support" on all albums from companies that are licensing these projects for other fields, including toys, clothing, sheets and pillowcases, etc Later this year, Parachute will be releasing more Playskool and

Richie Rich albums, plus albums from Shari Lewis and Sweet Pickles. Bleiweiss promises Parachute will "go head to head with existing chil-dren's record companies in terms of advertising, merchandising and marketing." marketing.

Cable Watch

Pay Channel's Demise **Raises New Questions**

These are hardly the best of times of other noteworthy programs. But it

to be in the cable business, but they're certainly interesting for those of us observing from the outside The inability of the Entertainment Channel to succeed as a pay service raises all kinds of questions regarding "quality" programming and how much viewers are willing to pay to watch channels they perceive as different, but not necessarily better than free or basic cable to fare When the cable/pay industry was

getting off the ground 10 years ago it was widely believed viewers would be willing to purchase a variety of services, each specializing in a dif-ferent area. While a few pay channels, most notably Home Box Office. have managed to attract a wide audience and, hence, become profitable, viewers-and revenues-have eluded others.

The verdict? Well, as Arthur Taylor put it in 1973 when he was presi of CBS-TV, people will never pay for what they can get free. Tay-lor might have listened to his own advice 10 years later, when, as chair man of the Entertainment Channel, he attempted to win pay-tv view ership for a channel offering little beyond what's available for free Sure, the Entertainment Channel had "Sweeney Todd," and a number

had no coherent image, and often seemed to be scrambling to fill its 24 hours a day. Running "The Associ-ates," an unsuccessful but highquality network series, only added to (Continued on page 60)

Entertainment Channel Ends Pay Operations

NEW YORK- The Entertain-ment Channel has failed, as a pay-tv service, to attract a significant num ber of subscribers, and will cease programming March 31 after a loss estimated at \$34 million. However, Entertainment Channel chairman Arthur Taylor says a new, adveruser-supported version of the channel will be introduced this spring In a related development, RKO/

Nederlander, which supplies pro-gramming to the channel, has split and will continue producing Broadway shows for cable only on a project-by-project basis. The Entertain-

(Continued on page 60)

son Productions, which also pro-duces "Hot Spots" for USA Net-· "Breakout," a 60-minute pilot

show for a weekly series based on the British rock scene, is available from Unicorn Video Music Ltd. headed by Jurgen Korduletsch, who

produced the show "The Houghton-Worth Show A Music Magazine" is produced by a newly formed foundation know as the Music Magazine Foundation for Education and Communication Inc., headed by album cover photog rapher Jim Houghton, who devel oped the show to further his photog raphy business. The half-hour show

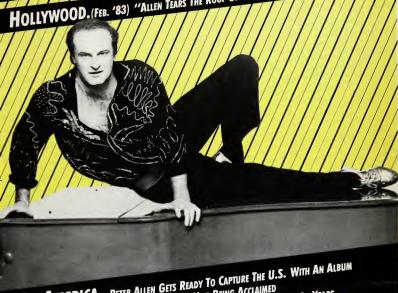
nt venture of Alive Video and . "The Rock'n'Roll Show," a prlot of which aired last fall, is cleared for 75% of the top markets and will start as a syndicated summer op-placement in June. The nne-bour

will air on Saturday afternoons be-ginning April 2, on about 60 or 70 stations, a spokenian estimates.

• "Black Music Today," produced and directed by Tommy half-hour (Continued or suge 30)

NEW YORK. (OCT. '82) 60,000 FANS PAY \$35 A TICKET TO SEE HIM TURN RADIO CITY MUSIC HALL INTO A SPECTACULAR 10-DAY EVENT.

HOLLYWOOD. (FEB. '83) "ALLEN TEARS THE ROOF OFF THE OLD PANTAGES."—L.A. TIMES



AMERICA. PETER ALLEN GETS READY TO CAPTURE THE U.S. WITH AN ALBUM THAT SHOWS WHY HE'S BEING ACCLAIMED AS THE MOST EXCITING NEW ENTERTAINER TO HIT THE COUNTRY IN YEARS.



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Magnetic A/V Products Division/3M



SCOTCH RECORDING TAPE



The new arm is in the market for "programs with a difference," Branson says. Its games will be compatible with the following home computers: Atari, BBC, Commodore 64 and VIC 20, Dragon, ORIC I, Sinclair ZX Spectrum and Texas Instruments 99/4A

Heading the Virgin subsidiary is Nick Alexander, who organized the launch of Thorn EMI home computer software in the U.K. and North America. Alexander says: "There are already around 750,000 home computers in Britain. That's 4% of all homes and well over three times what the tally was just a year ago. There's industrywide anticipation of an even more

dramatic growth rate by the end of 1983. Alexander continues: "We plan to fend off American challenges in the Alexander continues: we prain to reput of American characters in one computer games market. We're shooting for new and aggressive cales techniques, because it's an industry that has yet to use them in its growth out of the mail order media columns into the high street."

Leader Of U.K. Liberals **Endorses Blank Tape Levy**

LONDON-David Steel, leader of Britain's Liberal Party, has come out in favor of the music industry's plea for a levy on blank tape to help compensate for the home taping boom and added that the law of

copyright is "a ghastly mes Steel, speaking at the Music & Video Week awards luncheon here insisted that British creative artists deserve a much better deal than they would be likely to get from the proposals set out in the government's Green Paper on copyright re-form." That consultative document, published in 1982, came out against

the idea of a levy "The time for reform is now long overdue," Steel said. "It has been 10 years since the Whitford Committee reported on the matter. We keep hearing the government intends re forming the law. However, it hasn't got the formula anything like right ertainly in that Green Paper, which is a most disappointing document." He continued: "Today's techwhat existed in the 1950s and 1960s Yet it is the 1956 Copyright Act which remains the prime governing statute

Steel said there would be "dire consequences" in the absence of protection of those involved in creaever form attacks the very heart of the recording and film industries

We hear from this government that industry generally can't recover unless there is a satisfactory level of investment. Yet the absence of a more far-reaching copyright law is itself preventing companies from launching new initiatives and taking commercial risks"

The music industry, Steel said, is not short on unitrative and enterorise but could not achieve sustained success "without a proper legislative base." He said piracy was such a massive problem it couldn't be solved in purely national terms, but only by international harmoiniza

3% JUMP POSTED IN 1982

German Electronics Trade Up

By WOLFGANG SPAHR

HAMBURG- Seen against the backdrop of a poor national econ-omy, the West German consumet electronics industry is reasonably satisfied with its 1982 full-year reults, with a retail turnover of some \$5 hillion, up 3% on the previous year. That is the broad outline of the

CBS Germany Says CX System Is Doing Well FRANKFURT-CBS here is to

porting good response to its CX noise reduction system. The label says disk sales have totaled 750,000 units since the 1981 Berlin International Radio and Video Fair. Main thrust since then has been to

improve the system and reduce Telefunken and Teldec, the first CX licensees. With new hardware from a number of firms. CBS executives are now predicting not only that CX will survive, but that it will secure a market breakthrough

Repertoire director Jochen Leuschner says the company is go ing for quality instead of quantity in its general release policy "This approach worked our perfectly last year, which was a year of national uccess for us, with new wave new comers Nena topping the singles charts with their first release and other new wave acts like Spliff and Markus scoring gold disks." Biggest success story last year, though, was the "Rock Classes" album by opera singer Peter Hofmann, which stayed at No. 1 for several weeks and has since gone platinum

analysis offered by the German elecmanufacturers group ZWEL though some late for eign trade statistics are still to be in

The video recorder sector provides an almost unqualified success story, with sales up some 42% over the previous year to a total of 11 million units, including both German-produced and imported hard-ware, it is estimated that just 10% of German households have video

equipment, and the industry anticipates further last growth this year One aspect of VCR business causing concern, however, is pricing, with Japanese suppliers slashing

prices in an effort to eliminate com petition and inevitably hitting the profitability of the German indus-A drop in retail prices in s

consumer electronics lines kept 1982 growth in check, but at the same time provided worthwhile bareainfor the consumer Specialist dealers in radio and television equipment expanded their share of the electronics marketplace, up some 4% over the previous year. That is seen as a cause for optimism

Despite the fact that there are color television sets in more than 80% of German households, this sector continues to show growth. The report emphasizes that stereo television demand has stimulated the market Of the total of 2.5 million to

both imports and domestic product ect multi-channel sound. And 90% of the stereo sets sold were in the big. screen size range.

Yet only a few stereo programs are available in this country through the two-channel ZDF network, while the one-channel ARD network has no stereo output at all. Sales are further housted, though, hy the teletext capahilities of many color sets

German manufacturers sold 4 09 million color ty sets in 1982. Exports moved up slightly last year, from 1.94 million units to 1 98 million The German electronics industry

sold 658,000 VCRs on the domestic market last year and exported roughly 300,000. And there was a slight dip in audio sales to roughly billion, although audio still account for some 45% of the to-The trade group stresses a con-

stantly growing appreciation at con-sumer level of new technological de-

velopments and adds: 'Customers are clearly prepared to pay the higher price that technical progress damands." The group adds that political and administrative obstacles must not impede that progress and that the broadcasting networks must be encouraged to produce programs using the new communications technologies."

Despite Threats, Artists Continue BLACKLIST To Accept South African Bookings

JOHANNESBURG Threats to blacklist artists who visit South Af-

rica and its neighboring so-called "independent" states are frequently emblazoned in media headlines in this territory. But the question being repeatedly asked is: how seriously do the performers themselves take

these threats? Spanish balladeer Julio Iglesias one of the biggest solo record sellers orldwide over the past few years recently completed a senes of concerts in front of capacity audiences at the Sun City Superbowl in Bophuthatswana, and he promises a return visit. Performing at the same venue for one night was Sergio Men-des and his Brasil '88 outfit. While Mendes' visit was for a private chair ity function, he, too, has indicated he

Mendes denied here that he had experienced any pressures not to visit this territory. His stance is evidenced by the fact that, after his one-nighter, he went straight into the South African Broadcasting Corp.'s television studios in Johan

urg to tape a tv program nestorg to tape a tv program.

The agreement with SABC-TV was signed prior to the group's arrival. After spending a whole day in the studios. Mendes was accompanied by a tv crew to Cape Town. where he was filmed on the branch and at some of the historie wine farms in the Cape Province

Mendes said here that he was "impressed" with the facilities at Sun City, and that he anticipated a return visit this spring, linked with the release of his latest album, "Sergio

Mendes. Next on the agenda at Sun City is British singer-actor David Essex. booked for a four-date visit at the end of March, Gerry Bosman, head of light entertainment at SABC-TV who instigated the Mendes program, has said that an outside broadcast unit is to film Essex at the Superh owl. This would be, says Bosman. the first such link-up for Englishlanguage television since Sun City's inception as a key venue some 18

It's also been announced here that Frank Sinatra, who opened the Superbowl, is to return in May to host nd perform at an international hoving extravaganza at that venue which will go out live to U.S. television audiences

Sha Na Na, a group which has already successfully played the venue. Following the hand in is Barry Manilow, who is set to open there on April 22. And it has been reported here that Rod Stewart's on-again off-again tour will be very much on time this year

Many observers here feel that the vast sums of money being offered to urtsits to come to South Africa are enough to offset any hlacklist threats Others remain cynical about the effectiveness of such threats, regardless of the money involved. Prior to a controversial hut low

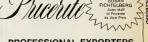
key departure, black American singer Sharon Redd, who was to tour South Africa proper, snuhbed those opposed to her visit. "I am a blackshe told local reporters. "Being

black is a blacklist itself." However, after just three perfort ances in Durhan to reportedly full houses, Redd flew quietly out of South Africa before completing her

national tour There has been no comment here about the precise reason for her departure from Ronnie Quihell, the promoter involved. The singer's local record company repre sentatives at CCP, an independent arm of EMI, are said to he "investigating the matter."

Ironically, Redd was booked to replace her compatriot Millie Jack son, who reportedly declined to come here because her con gags in the U.S. have suffered heuse of her many visits to this terri-

If blacklisting is not having the desired effect, however, there are certain artists who are sufficiently perturbed to take precautions. Ad-vertisements for a Welsh male choir currently on a South African tour have billed the group as the Famous Jones Choir The posters feature an asterisk plus the sentence. "Jones is the assumed name of thost members to prevent United Nations black



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Commentary

The Primacy Of First Sale

Our company is acknowledged for having been the first to rent videocassettes to the public at large. That occurred in 197 when the first major motion picture studio released an initial 50 film titles to the home video marketplace. Within a short period of time, every other major studio, along with numerous inde-

pendent producers entered the arena Now there are approximately 6,000 to 7,000 home video entertainment protrams available for rent or sale to the American public, and they are being of-

fered through 8,000 to 10,000 video lets throughout the country Expenence has taught us that the vast majority of the millions of American

who own videocassette recorders prefer to rent video titles as opposed to purchasing them. It's quite obvious v On simple analysis, the intrinsic nature of any movie is such that most people can experience it once, and then look forward to seeing the next one Moreover, retail prices for prere-

rded videocassettes range between \$40 to \$100—hardly the price of a book

Historically, studios have not been pleased by these manifestations of the public's behavior. Arbitrarily, they had, in earlier years, attempted to restric tailers from ever renting their product, when indeed the First Sale Doctrine of the copyright law allowed such activi-

Because they were unsuccessful, studios now want to repeal this doctrine altogether through legislative fiat.

The arguments being given are that unfair advantage is being taken of their copyrighted product. Quite the opposite is

Thousands of individual video store owners, with sizable personal investments and a large amount of hard work, have taken it upon themselves to build this novel business for the stutaken it upon themselves to build this novel business for the stu-dios, and to service the public's desire to rent-video movies inex-pensively, at between 53 and 54 per program. New movies tores-continue to open every day. It's one of the few American busi-nesses, creating thousands of new jobs in these stressful times of high unemployment.



Atkingon: "Studios want to repeal this do trine through legislative fiat.

Studios are attempting to treat us like theaters when, in fact we're an altogether new and different kind of business entity

Let there be no ignoring the fact that studios have thus far

been the prime beneficiaries of the consumers' love affair with videocassette programs. Hollywood has mostly resurrected its Glen libraries at the nominal cost of put

ting already-paid-for productions into the retailing marketplace and gaining millions of extra dollars.

All of the risk capital on the street is that of the entrepreneural American retailer, from whom another pound of flesh is now being sought, in an already very capital-intensive business. It takes merely amortize the wholesale cost of any studio movie that be purchases Meanwhile, bis overhead never stops The studios' answer to that is to suggest charging the consumer mure for rentals-about double what is presently

Studios also promise a lowering of suggested retail prices if the First Sale Doctrine is repealed. Yet, if most people, most of the time, prefer to rent movies, this seemingly generous gesture would not materially alter consumers' behavior patterns. No one really fore sees consumers ever librarying thou sands of available videocassettes in their homes, despite lower prices. Software video retailers have instead built these libraries for

them. That is what our new business is mostly ab No other studio format has ever been replicated to the extent

that videocassettes are presently being manufactured. For example, theatrical prints are produced in comparatively few numbers, then bicycled around from exhibitor to exhibitor. Yet last year alone approximately six million prerecorded video-It is self-evident that a much different set of circumstance

now exists. Studios are still unaccustomed to these new realities To expect to rent-control millions of cassettes in a new twer of nmerce is foothardy at best. Some such attempts were made by several studios in 1982, and the results of those rental plans

'Imposition of Hollywood rent control would undermine all that enterprising video retailers have accomplished'

In essence, we have been the studius' primary customers, buying the majority of their product and creating community video libraries.

Our unique video rental industry was virtually founded on the First Sale Doctrine. As we've understood it, this doctrine states that an owner of a copyrighted item has control of that item only as far as its first sale

This doctrine has been around as long as the copyright law itself, and is the principle which allows a library to lend out books. It should also continue to allow a video retailer to rent video programs he has purchased from the manufacturer. Are not books and films of equal stature as creative properties?

Studios lobbying for the repeal of this wise doctrine are now threatening to seriously interfere with our business. The imposition of this kind of "Hollywood rent control" would underfar accomplished in this new industry. were next to disastrous. Retailers rebelled, bookkeeping nightmares occurred, and ulumately consumers suffered from the temporary chaos and confusion caused in our industry It is fervently hoped that the inherent wisdom of the First

Sale Doctrine remains intact. Government should not step in to hulldoze the very foundation of videocassette retailing. Government intrusion is not necessary in an area where the marketplace is capable of working out its own solutions.

Repealing the First Sale Doctrine would only encourage stu-dio hig brotherism and give Hollywood "cartel-control" over millions of cassettes, both present and future. Thuusands of small businesses would be senously harmed and thousands of jobs lost if our given sovereignty of first sale is tampered with

George Alkinson is president of The Video Station Inc., a pub-hely held company based in Santa Monica, Calif., with almost 500 affiliate stores across the country. He is also a director of the Video Software Dealers Assn. His article is adapted from an open

Letters To The Editor

On 'Slick Rick' & MTV

cusing MTV of being racist (Bilboard, Feb. 19), there should be an understanding of what formats are de signed for The bands that appear on MTV are enter Inming a different audience than that of Rick James There is a refreshing new kind of masic on the scene and MTV reached out a hand to help it. And it's not jast for white bands. Progressive b

e Bus Boys, Fun Boy Three, the English Beal, Harrout 100, Callare Club, Prosce, Red Rockers, Masical Youth etc, which appear on MTV have black as well as white members. Why mast a progressive formal like MIV's he compromised for the disco sound that is almost ev (black and white) by unjustified ones of racism, then we should also abolish institutions like all black radio. all-rock radio and the very section in which Mr. James

complaint was printed—a section littled, plain and sim

Raren Porter

Where Credit Is Due

I must take exception to the misselorn lasted in the Tommy Mottola profile in the Feb. 19 is said of Billboard. It stated that Mottola was solally re-

sgonsible for creating the sponsorship linison between his chieff and Canada Bry Ginger Ale. As president of the massic marketing from which exclusively created and executed that particular sponsor

ship, this omission is put even farther into question by be article which Billboard published only two weeks earlier (Feb. 5) in which Rockbill was given propocredit for our participation in formulating the Canada Dry allance with Hall & Dates We take great pride in our work and accom-

pichments While we do not actively solicit praise, will do demand cradil where credit is doe

Naw York City

Articles and letters appearing on this page serie as a forum for the expression of views of general interest should be submitted to is Herowitz, Commentary Editor, Billboard, 1818 Bryadway, New York, N.Y. 10036

Thank You

Oct. 19, 1982 DULUTH ARENA (Duluth, Minn.)—SOLD OUT!
Oct. 20, 1982 MECCA ARENA (Milwaukee, Wis.)—SOLD OUT! —House-Breaking Record Gross
Jan. 19, 1983 HAMMONS CENTER (Springfield, Mo.)—SOLD OUT!—Record Gross & Attendance
Jan. 20, 1983 FIVE SEASONS CENTER (Cedar Rapids, lowa)—SOLD OUT!—Record Gross & Attendance
Jan. 31, 1983 ASU ACTIVITIES CENTER (Tempe, Ariz.)—SOLD OUT!—House Attendance Record

FROM YOUR FRIENDS AT JAM PRODUCTIONS

Junglifickelon

arny Granat

WASHINGTON This city's WWDC-AM has cut programming s with its sister station. WWDC FM, and is turning to an adult "nos talgra" format spearheaded by vet eran radio personality and former WASH-FM morning man Eddie Gallaher as morning host.

The announcement of the change which will end two years of sim casting AOR rock, came last Friday being programmed by Bill Tanner (Billboard Jan. 22), announced that Gallaher had been offered the WWDC joh and had asked to be re-

Staff Buvs **Gavin Report**

SAN FRANCISCO-The Ga vin Report, the well-known m sic trade weekly, has been sold by founder and publisher Bill Gavin to the members of his edi orial staff Purchasers are Ron Fell, Elma Greer, Betty Hollars, Dave Sholin, Lisa Smith, Keith Zimmerman and Kent Zimmer-

Gavin, 75, started the publica-

tion 25 years ago and has never deviated from his policy of not accepting advertising. The trade has prospered solely on its large subscription base and will con tinue to do so according to Fell the Gavin Report's new pub lisher. Fell, who joined the trade in 1975 as associate editor, has heen managing editor since 1980. leased from his current contract Gallaher is a Washington radio in stitution, and considered to be the best known single personality in the market, especially with the 35 and over audience. He had worked for 24 years at WTOP as an evening host, when the morning man was Arthur Godfrey. He has been on the air for 38 years, the last 14 with WASH

The changeover at WWDC will occur March I, when the station will begin using Toby Arnold's "Unforttable" format of music from the '40s, '50s, '60s and '70s, but Gallaher will not come aboard until March I. after fulfilling his WASH com-

Don Davis, WWDC vice presi dent of programming, explained the change as "very simple: AM radio is not being listened to by the younge audience when it's available on FM " Davis said we was "delighted that someone as strong and wellknown as Eddie Gallaher" will

spotlight the new programming. WASH station manager Bill Kunkel said that "we'll all mas him around here, on the air and off" but admitted that "I swallowed hard when I gave in."

As a tip of the hat-not always common among market competi-tors-WWDC's Davis referred to the straightforward and friendly WASH announcement of Gallaher's decison to leave as "very classy, the way they always do things." Davis also said that Gallaher will "have a lot of input into how his show will be set

Vox Jox

Joseph's KITS Is On The Air

It's up and running: Mike Jo-eph's newest "Hot Hits" outlet, KITS, made its debut in San Fran isco last Friday (18) at 9.30 a Shortly thereafter, Mike named Jeff Hunter p.d. of the Entercom facility. Hunter, who comes to the station from the p.d. post at San Diego/Tiuana's XTRA, also handles morning drive. On the subject of con-sultants, Klemm Media has re-signed WESC-AM-FM Greenville, S.C. and added Austin's KLBJ to its chent roster

Now that Alan Speed is firmly en-

Solk Upped At WLUP Chicago

program director at "The Loop" (WLUP), replacing Tim Kelly, who resigned last week Solk, a six-year WLUP veteran, was formerly assist-

onse to WLUP general manager Jim DeCastro, who had offered to pro-mote him to the position of station

Meanwhile, the morning madness continues with Johnathan Brand-meier. The former KZZP Phoenix morning man, who joined the Loop on-air lineup on Valentine's Day has successfully fought an injunc uon to keep him off the air sought by his former employers over alleged contractual violations.

consed again at Atlanta's WKLS the full-time AOR lineup is set with Stene Mitchell from middays and the Bearman from aftern ing up for the "Bearman & Mitchell Former morning man Murk McCain moves into the midday slot. with his former co-host Filcen Kimble leaving the station. Afternoons are handled by John Buy Bryant from Sneed's former hang-out KSRR Houston, and evenings and overnights remain the same hosted by Rick Anderson and Turn West respectively.

manager to vice president and gen-eral manager at WWKX (Kix 104) Nashville. Longume Nashville mu sic industry figure Run Bledsoe, who owns the facility, licensed to Gallaun, had been g.m. If Tex's name sounds familiar, you might remember him from his programming days at WGOW Chattanooga, or his music days with Bartell. Moving back to the Miami/Ft.

Tex Meyer is upped from sales

Lauderdale area as assistant p.d and night personality at Y-100 is Tramonte Watts, who had been up Tramonte Watts, who had been up the coast at Tampa's Q105 — And moving up at Affiliated Broad-casting is WAIV Jacksonville gm John Winkel, who becomes senior vice president in charge of West Coast operations for Affiliated. while WAIV sales director Leonard Bolton moves into Wtnkel's former g.m. slot. Moving across the street, George Hawras, who pro-grammed Tampa AOR WYNF until last fall, is the new p.d. at WQXM replacing Brad Messick, who left the Plough station after only four

Sandusky is moving The firm's change of address cards will read from Denver to Los Angeles, which means Tones Brooks, who heads the cight-station AOR chain, will be re iquishing his g.m. chores at KBPI/ KNUS, Sandusky's Denver outlets

On the rise in Los Angeles at KACE are Cal Shields, Alonzo Miller and E.Z. Wiggins, Shields is upped from p.d. to operations man ager, while Miller moves from assist ant p.d. and music director into the slot, and Wiggins, who had been Miller's assistant, takes over the mu sic director chores at the urban FM owned by Willie Davis.

Looking for a p d. gig, or maybe a d? Both of the above are available, as Kid Curry has resigned his p.d. post at San Antonio's KTSA and Dave Anthony has left that posttion at Denver's KHOW Maybe

Then talk to Charlie Van Dyke, He's looking for one to fill the slot on Harte Hanks' KOY Phoenia since Michael Dixon has gone on to greener KCBS pastures in San Fran-cisco. . . . Harte Hanks, by the way. has agreed to sell its Memphis beau usic outlet, WEZ!, to First (Continued on page 21)

WHAS Louisville Names Nugent LOUISVILLE-Dennis Nugent is

the new p d at this city's AC main-stay, 50,000-watt clear channel WHAS. Nugent, who most recently was assistant p.d. at Taft's WTVN Columbus, fills the vacancy created when former p.d. Jerry David Malloy was named director of special projects 'Ohviously I'm excited," says Nu-

gent. "Not only is WHAS a phenomenal facility, and Louisville right now a real competitive market, but I grew up listening to Louisville radio 80 miles up the river in Tell City,

"We're sorry to see him go, but what a great opportunity," says WTVN p.d. Jack Fitzgerald, who has launched the proverbial tionwide search" for Nugent's re-

'Winds' Theme Puts Bonneville In Disk Business

LOS ANGELES-For some time Bonneville Broadcasting System has been recording its own music under the direction of Lex de Azevedo, the ompany's a&r director, for distrion to its radio clients. Now Bonneville is recording it for mass consumption The firm has just completed and sold the first commercial recording of the theme from the recent to blockhuster "The Winds Of War.

According to Bonneville chair-man John E. Patton, "The televised series ended on Sunday, Feb. 13; on Monday we cleared the rights and Lex wrote his arrangements; on Tuesday our orchestra recorded the asic; and less than 24 hours later The Winds Of War' theme was broadcast to all our satellite sub scribers."

ached with the publisher, Famous Music, and Applause Records which is pressing the disks and plant in-store distribution immediately

Later that week an agreement was

KFRC IS TOP STATION

Top 40/AC Winners Named

40/AC station of the year, while KFRC p.d. Gerry Cagle receives the major market p d of the year award, and Dancin' Danny Wright, who was with Scattle's KNBQ at the time of the competition and now does afternoons at WGCL Cleveland, wins the major market air personality of the year award. This completes the anitouncements of the winners in Billhoard's 1982 radio

The secondary market station of the year, top 40/AC category was won by Durham-Rafeigh's WDCG, with a dual award going to WDCG's Randy Kahrick and WLTY Norfolk's Dale Parsons for p.d. of the year. Art personality of the year in that category is Rick Robinson of WRVR Mem-

In the small market competition, the awards went to WKSQ Elloworth/ Bangor, Me for station of the year: Eric Norherg, KWIP Dallas, Ore for p.d. of the year; and Gary Allen of WEKI Angola, Ind. for personality of

Pro-Motions WMAL Plans 'Gross' Parade son and George Baier at WRIF

Washington may soon have an anual parade as famous as the Mardi Gras in New Orleans, or, perhaps more tellingly, Pasadena's Doo Dah affair, if WMAL radio personalities have anything to do with

They're planning a "Gross Na-tional Parade" April 10 from M Street, west of the White House, into orgetown as a fund-raiser for the rehabilitation of the Anthony Bowen YMCA It's the brainchild of afternoon hosts Bill Trumball and Chris Core, who promise to give Washingtonians "a chance to vent their opinions and display their

They're off to a good start Early GNP entries include "The Bureaucracy Brigade." featuring ranks of government workers marching through entangled red tape, a preciiniouge entangue red tape, a precision chainsaw drill team known as "The James Watt Conservation Corps", and "The Nancy Reaga-nettes," a group of bation twirlers dressed in red designer suits

"Turn it down!," dear old Dad was fond of yelling, "All that crap sounds the same," Was he talking to the next John Cougar? or Ted Nu-

gent? The morning team of Jim



SUPER BOWLERS-Matt The Cat, second from left, midday jock for WMMS FM Cleveland, lakes a break during the "Activision Superbowl Tournament" hosted by the station and Grapevine Records and Tapea of Akron. The air per-sonality, who won the contest's m.v.p. award, is abown with Chuck Kinney, left, sales rep for Activision; Grapevine general manager Gati Haas; and Jim Marchyshyn, director of marketing and promotion for WMMS

newest morning drive feature, "When Are you Going To Grow Up And Get A Real Job" on Valenune's Day. The weekly spot is heard at 6.15 a.m. and 8.15 a.m. Lifestyle-oriented prizes includ-ing 10-speed bikes, free groceries and telephone, rent and heating bill payments are the crux of WLUP-

FM Detroit solicited answers from

the parents of those and other rock

notables when they debuted their

FM Chicago's latest "Free Ride campaign, designed to promote non stop music programming. The AOR station is drawing listener postcards at random each day, the winner has 30 minutes to call the Heftel outlet to claim the prize Earlier this month, a seven-day Caribbean cruise and a ski weekend for two were awarded

WBZ Boston air personality Dave Maynard is benefiting from the ex posure of a series of television spots chronicling the misadventures of the popular morning man. So lar he's survived a fire, a bolt of lightning and a fall from the AC station's "Traffic Copter" Now to viewers in Beantown can witness Maynard survive a blinding blizzard to exclaim battered but undannied-"Piece of cake!" The expression tags the 30second spots, which were designed by producer William Aydelott and utilize special effects from Devlin

LEO SACKS

GIVE YOUR LISTENERS THE ROCK THEY CAN FEEL.

Your audience hungers for live rock excitement. Give it to them with King Biscuit excitement. America's longest running weekly concert America's longest running weekly concert series. It started ten years ago with series. It started ten years ago with series. It started ten years to deliver high-bruce Springsteen on the very first broady king Biscuit continues to deliver high-bruced year. With top acts like Foreigner, orded rock. With top acts like Foreigner, lead to the Bisculpaget. Taled rock with top acts like Foreigner, Joan Jott & the Blackhearts, Men At Work

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THE KING BISCUIT FLOWER HOUR IS PRODUCED BY DIR BROADCAS

Radio



OLDEN CHEER—Chuck Buell of KPPL-FM Denver enjoys one of the fringe melits as the Mairite stations morning man with some of the cheerleaders helped to select for the Denver Gold team of the new United States Football

Urban Programmers Hit 'Suggestive' Song Lyrics

states Charles Warfield, vice president and general manager of Inner City Broadcasting, whose properties include WBLS-FM New York, WLBS-FM Detroit and KGFJ Los Angeles. "But urban stations have to be concerned with the type of music we're getting. Dur ing the recent full book it seems like we saw even more explictness than

Warfield, who refused to support "Ya Mama" because "it was a turn-off of our audience," says he feels that radio stations have a responsibility to their listeners, and that record companies must share in that responsibility. "The problem, of course, is that when there is demand

for a piece of product, you pluy it "
"Morals and values" differ from station to station, notes Barry Rich ards, who programs WALL-FM New Orleans, "This is the Bible Belt, and our owner, Ed Muniz, is a very moralistic and church-going person. says. "He doesn't want to win ratings sweeps at the expense of corrupting You bet we edited 'Nasty Girl and won't play 'Yum Yum'"

Joseph Tamburro, the WDAS-

FM Philadelphia program director, concurs. "It's so frustrating to do the nght thing," he opines. "Listeners are so fickle. When they want to hear something, they'll go where it's being played I have a moral obligation to my listeners, but I'm trapped at the same time I wish the lahels would get it together. It would make my job a lot easier. The flak pro-voked by records like 'Nasty Girl'

Miller, who says that KACE never played "Nasty Girl," asserts that stations "neglect their own code of eth ics" when they let "kids dictate what records to play "He remembers the

can be devastating

Girls" from the "disco" era as one of the first songs he refused to play because of its sexually explicit mes sage "Letters from listeners can and should influence programming deci-

WRKS-FM New York tells its listeners that "you heard it first on KISS" But program director Barry Mayo says that he's proud he did not "break" the Vanity 6 bit. "I was the last one to play it because it crosses the line," he expluins "It just went too far in terms of explicitness, to the point where we opened the phone lines one morning and asked our lis-

teners for their opinion." "Radio is like television, it can't be a haby-sitter," says Steve Harris, program director of KRLY-FM Houston "A parent has to address his responsibility to his child. But I'm not a pornographer, and 'Nasty Girl, to me, is pornographic radio." Harris, who took "Ya Mama" off the air after receiving listener complaints, wonders "if anything is accomplished" by editing sexually suggestive disks. "If it sounds like its going to be trouble, I try and stay away from it." he says, adding that if the trend continues," he forsees the day when "parents tell their kids that they can't listen to the radio any

Some other programm Sunny Joe White of WXKS-I-M Boston, are comfortable with the contemporary lyric climate. "The "Our society has come of age and kids know what sex is all about. It's a side of life that's very real. Records like 'Nasty Girl' can be fun. The idea like 'I Am Somebody' by Glenn Jones. The labels should ensure that

New On The Charles

KEVIN ROWLAND DEXY'S MIDNIGHT RUNNERS

"Come On Eileen"- *

Kevin Rowland admits that he is Kevin Rowland admits that he is surprised at the "speed and inten-sity" of the chart success of "Come from Devy's Midnight Runners" "Too-Rye-Ay" I.P for Mercury, "We experienced a lot of prejudice in Englund," says Rowland, a Britisher of Irish descent "But we're cutting through here, and it's a very per-

sonal achievement " Rowland, whose 10-piece group concluded a brief domestic tour in San Francisco Feb 19, downplays album, the 1960s-soul-oriented Searching I or The Young Soul Rehels, and the current effort, whose melange of fiddles, accordions, and banjos dramatically contrast with the electronic pop trend, "There was more angst to the first record," be ays, "much like kicking a wall. On the second we use a greater variety of traditional instruments, as on ed to influences, and the effect is like breaking through it "

A musician's life is a charmed existence, he acknowledges, and Row-land views himself as "the luckiest man in the world But for God's sakes," he insists, "don't call me a working class liero, please!

Washington Roundup

By BILL HOLLAND

As expected, the Senate has Broadcast Deregulation Act of 1983. The hill which the Senate Com merce Committee unanimously voted out of committee Feb. 15 assed the entire Senate two days later. All eyes are now on the chairman of the House Communications Subcommittee Tim Wirth (D-Colo.), who blocked movement of the legislation last session but in recent months seems to have reconsid ered deregulation at least for radio

Roberta Weiner, Wirth's press secretary, when asked if the Congressman had reevaluated his position on broadcast deregulation issues, replied, "That's nght. We're planning to take u much more de tailed look at deregulation than we could last session, because so much time was taken up with AT&T (nonbroadcast) issues.

If the House follows the Senate's lend, legislation would codify recent

3 "Whatever Happened To Old

5 "Old And Wise," Alan Parsons

Project, Arista

Cleveland International

Fashianed Love," B.J. Thomas,

"Ecnic Meenie," Jeffrey Osborne

11%

mercial length and number rules, pro-

gram log requirements and compulery public affairs and news shows have now all been repealed or modified by the Commission. It would also provide longer license terms, automatic renewals for stations not in violation of the law, and end the lengthy comparative renewal process. However, there is no date set for

hearings, and indications are that it

might be late spring before any are

scheduled. Wirth will still tangle with radio broadcasters over his often-stated intention to help bail out public broadcasting with the proposed spectrum fees under which commeretal broadcasters would pay the government for the extended term li-censes they would receive under deregulation, a notion opposed by the National Radio Broadcasters Assn But the future looks a lot roster in Washington for radio broad-

The FCC has released totals for radio stations on the air nationwide as of Jan. 31. The Commission lists 4,848 AM stations, 3,779 FM sta-tions and 1,244 public noncommercial FM stations

The FCC Review Board has af-

firmed an initial decision granting the application of Merit Broadcasting Corp. for a new stat 106.1 at Burney, Calif., and denying the competing application. The a substantial and decisive preference for diversification" because the company has no other broadcast in

The Commission has upheld an April, 1982 decision by its review April, 1982 decision by its review board that granted the application of Casey Broadcasting Co. for a new FM station on 93.5 mHz in St. Mary's, Ga. and denied the competing application.

Most Added Records

% of Billboard's % of Billboard's

WSLI-AM, KNYN-FM, WDEF-AM

KMBZ-AM, KUDO-FM, KSL-AM,

KKUA-AM, KSL-AM, WGY-AM.

WBT-AM, KOLO-AM, KCRG-AM

KUDO-FM. KKUA-AM, WCTC-AM, AWAT-FAL KBUI-AM, WKZE-PM

KNYN-FM, KRQD-AM, KSEL-AM

litle, Artist, Label	radio panel adding record this week	now reporting record	adding title this week Include
	HC	OT 100	
1 "Beat It," Michael Jackson, Epic	24%	. 35%	KRTH-FM, WXKS-FM, WXKX-FM, WCAU-FM, WQXI-FM, WZGC-FM
2 "Der Kommissar," After The Fire, Epic	19%	56%	WLS-FM, WNBC-AM, WRQX-FM, KOAQ-FM, KRSP-AM, WBSB-FM
3 "Change Of Heart," Tom Petty & the Heartbreakers, Backstreet	17%	48%	KCPX-FM, KNBQ-FM, WHYT-FM, KBEQ-FM, WPHD-FM, WBBQ-FM
4 "Take The Short Way Home," Dionn Warwick, Arista	17%	41%	KRSP-AM, KNBQ-FM, WBZZ-FM, KDWB-AM, WBEN-FM, WBBQ-FM
5 "Whirly Girl," Oxo, Geffen	15%	44%	KUBE-FM, KOAQ-FM, KHTR-FM, KHFI-FM, WTRY-AM, WZYQ-FM
	BL	.ACK	
1 "Try My Loving," Kiddo, A&M	24%	49%	WJMO-AM, WAOK-AM, WŁOK-AM, WUFO-AM, WDAS-FM, WTMP-AM
2 "If You Wanns Get Back Your Lady," Pointer Sisters, Planet	23%	24%	KRNB-FM, WLOK-AM, KOKA-AM, WUFO-AM, KPOP-FM, WERD-AM
3 "I Just Gotta Have You," Kashif, Arista	19%	75%	WCIN-AM, WKTU-FM, KOKY-AM, WLOK-AM, KDIA-AM, WNJR-AM
4 "Never Say I Do," Cliff Dawson & Renee Diggs, Boardwalk	19%	57%	WERD-AM, WNHC-AM, WAIL-FM, WLOU-AM, WUFO-AM, WGCI-FM
5 "Sticky Situation," Tyrone Brunson, Believe In A Dream	19%	38%	KOKY-AM, WAOK-AM, WBOK-AM, WTLC-FM, WNJR-AM, WAWA-AM
	COL	NTRY	
1 "Common Man," John Conlee, MCA	46%	50%	KMPS-AM, WHK-AM, WIRE-AM, KKYX-AM, WMC-AM, WSOC-FM
2 "More & More," Charley Pride, RCA	42%	42%	KMPS-AM, KIKK-AM, KKYX-AM, WPLO-AM, KVET-AM, WTSO-AM
3 "I Still Lose You in The Same Of Way," Moe Bandy, Columbia	36%	38%	KLX-AM, WIRE-AM, KKYX-AM, WSOC-FM, KRAK-AM, WTSO-AM
4 "Touch Me (I'll Be Your Fool Once Mure)," Tom Jnaes, Mercury	30%	57%	WSLC-AM, KVOO-AM, KWJJ-AM, KVEG-AM, WIRE-AM, WSOC-FM
5 "Save Me," Louise Mandrell, RCA	24%	67%	KVEG-AM, KRAK-AM, KVOO-AM, WIL-AM, WXCL-AM, WQYK-AM
	ADULT CON	TEMPORARY	
 "Take The Short Way Home," Dional Warwick, Arista 	16%	58%	WFYR-FM, WBAL-AM, KHTR-AM, WAFB-FM, WTIC-AM, WAIA-AM
2 "Minimum Love," Mac VicAnally,			KPLZ-FM, WLTA-FM, KKUA-AM,

MY (BODY) BUT



FRANK MARINO FRANK MARINO FORMER LEADER OF MAHOGANY RUSH



NIGHT RANGER NIGHT RANGER IN THEIR FIRST NATIONAL RADIO CONCERT



A PRESENTATION OF NETWOOD ONE

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A PRESENTATION OF NETWOODLOER OF NATIONALLY SPONSORED

AMERICA'S NUMBER ONCERTS & SPECIALS

AMERICA'S NUMBER CONCERTS & SPECIALS

AMERIC

Based on station playlists through Tuesday (2/22/83)

PRIME MOVERS-NATIONAL

MICHAEL MCKSON-Billie fean (Epic) CULTURE CLUB-Do You Really Want To Hart Me (Virget/Epic) LIONEL RICHIE-You Are (Material)

*PRIME MOVERS-those records registering good upward movement on the upward movement on the station's playing as determined by station personnel

•ADD-ONS—All records added at the stations listed as determined by station

**KEY ADD-ONS-the two key records added at the stations listed as deter BREAKOUTS -Bulb band Chart Department summary of Add Da and Prime Mover viormation to reflect greatest second activity at regional and national levels.

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(Randy Landquet - MD)

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MILL OWARD SIGHT - Minot Oil Change 3

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MILL OWARD SIGHT - Minot SIGH

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KRSP-AM -- Salt Lake City

TEE-Mr Robers 74 IR

KROO-FM-Tucson

Heart B

• MER AT MORE + Be Good Jehner B

KDAO-FM-Denver

KLUC-FM-Las Vegas

KKXX-FM-Bakersfield

N. Night Part. O-Oay Part, H-Hit Bound, L-LP Cut, X-Esten K-Key Add.
A-Add, B-Debut, P-Prime Moser, Q-Key Prime Mover. RU-Reused Playint From Last Week

Pacific Southwest Region

* PRIME MOVERS THE PRETENDERS-Back On The Chain Gong

MICHAEL JACASON — Billing Jean (Epic)
CLATURE CLUB — Do You Really Want To Hand
Me (Virgin/Epic)

O TOP ADD ONS

AFTER THE FIRE-Der Kommisar (Epic) TOM PETTY AND THE HEARTBREADERS-Change O'I Huart (Backstreet)

- BREAK OUTS-STEEL BREEZE-Orearrin Is Easy (RCA)

ABC—Parson Arrew (Mcrcury)
MICHAEL MCKSOM - Beat II (Epic)

KCPX-FM-Salt Lake City City

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TOP ADD ONS -NATIONAL

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KSFM-FM-Sacramento

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KUBE-FM - Seattle

(Tom Hutyler - MB) • • CISLIURE CLUB - Co Yeo Realty W

KYYA-FM-Billings, Mont.

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KYYX-FM-Seattle (Don (mysing – MO)

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KNBO-FM-Tacoma, Wash.

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KRTH-FM-Los Angeles, Ca. (Dated Grassman - MS) • • BERRY BOGERS AND SHEE NA LASTER - HIS IS

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KZZP-FM -Phoenis (Randy Strart -PD)

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a MICHIEL JACKSON - Belle Hose 17 8

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XTRA-AM-San Diego (Inn Richards - MO1 • • CBLTBRS CLUB -- On Fan Really Ward To No.

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DIAM (1955-Se Close B)

Pacific Northwest Region * PRIME MOVERS

CURTURE CAUB-Do You Really Want In Hart Me (V+(10/Epic) MICHAEL MCASON - Bibe less. DARFI, HALL AND JOHN DATES - Dec On Doc

TOP ADD ONS DED-Wheely Gas (Washer Bros.)
THE GREG WHM BAND- Jeopandy (Beserbley)

MEN AT WORK - Be Good Johnny (Celumbia) BREAKOUTS

FRIDA-1 8xx0+ There's Something Going On BIOMME WARWICK - Take The Short Way Home THE CLASH - Should I Stay Dr Should I Go (Epical

KBBK-FM-Boise, Idaho

 a a QERYS MISSINGREE R LIMITERS -- Come On Educa 23 # 10M PETTY ARE THE HEARTBALLAKERS - Change Of Heart 29-25

KCBN-AM-Reno

KCNR-FM-Portland Obstace Morker - Willy ++ Bod SECERRO THE STATE BULLET BAND -Shame Do The More I I - CULTURE CLOS- On The Bridge Marc Ic Mort Ma 27

BREAKOUTS-NATIONAL DAN FOCELBERG-Make Love Stay (Fall Moon/Epic)

MICHAEL JACKSON-Beat II (Epic) OXO-Whilly Girl (Warner Bros.)

North Central Region

PRIME MOVERS WANTY 6-6-bis lean (Warner Book)
THE PRETENDERS—Back On The Chain Gang

AERINT ROGERS AND SHEERA EASTON -- HILLIE TOP ADD ONS

TOM PETTY AND THE HEARTERCAKERS-MELISSA MANCHESTER-Nice Girls (Arista)
DAM FOGELBERG-Make Love Stay (Fall Mon BREAKOUTS

PHIL COLLINS-I Don't Cara Anymore (Atlantic) RIC OCASEX—Something In Grab For (Gelten) AFTER THE FIRE—Der Annensar (Epic)

CKLW-AM-Detroit Placeter Transbery - MED; - - BEART ROSERS AND SINEERA CASTON - We so Got Ton ght 18 8

+ # FRET PRETTABLES - Back On The Chair Gang 17

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WCIL-FM-Carbondale, III. (Tony Matebus-MO)

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COD - Nhary Taid I RACHEL SWEET-Wen Cod I HERRIE MERRI - I hame I non Tacks of I PSYCHEDELIC PERS - Last My War, As WGCL-FM-Cleveland Product FRM = Unified ADM Claim Inflation = MSD; = Mac(ADM, MAC(ADM, Inflational) | 1 = 0.009855 = September 1, 15 = 0.009855 = September 1, 15 = 0.00085 =

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WHYT-FM-Detroit, Michigan PLOS Malcorn -MG; ** AERAN ROCERS AND SHEERA LASTON - AN

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WIKS-FM-Indianapolis

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• MOVING PICTURES—What About Me 10.6

• Outside Sprides—Mangy if An The West 13.7

• DEMPRES—Sportfer West 16.11

• COLLINE CLUB—On You Really West To Heat

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DECT, MALL AND TOWN DATES - One On One
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WKILEM-Louisville (Am Colden MO)

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WKAP-FM-Indianapolis (Paul Mondonhall - MD)

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To Min 1 1.

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Southwest Region PRIME MOVERS

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(Continued on page 18)

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Midwest Region PRIME MOVERS

CALTURE CLAB - Do You Really Man! To Hurt Ma (Virges/Epic) STYX—Mr Roboto (A&M) MICHAEL INCRSOB—Do You Really Weel To

TOP ADD ONS TOM PETTY AND THE HEARTBREAKERS-Change Of Heart (Backstreet)
PAT BENATAR—Little Teo Late (Chrystalis)
AFTER THE FIBE—Der Kommisser (Epic) BREAKOUTS

MICHAEL IACKSON - Beat II (Epic) GBO - Whirly Get (Werner Bros.)
NIGHT RANGER - Den't Tell Me You Love Me (Beardwell)

KBEO-FM -- Kansas City

(Map Borton - MO) o o CU, 1UBC CLUB - Se You Bush, Want To Hart Me ** ELL(TORE CLUB**-DB** FOR BRINGS WITH THE FIRST NO. 2 TO DON TO PROVIDE THE FIRST NO. 2 TO DON TO PROVIDE

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KKLS-AM-Rapid City, S.D. (Randy Sherwyn - MO) * * 800 SECER AND THE SILVER BULLET BAND -

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PRIC COLLEGS.—I Don't Care Argenized A.
PRICO —Sheet for The Moon B.
COLDER EARNESS.—I Insight Jone I.
BOURDE PAYOUR.—Serving Indused X. KMCK.FM ... Der Moiner (Michael Stone – MB) • * MICHAEL MCKSOR – Beat B 5 3 • • CRF CURPTON – I ve Get A Back N' Aust

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KRNA FM-lowa City, Iowa (Bert Geymber - PD) • • CSE TURE CLUB - On You Really Food To Nort M O DEBAN BOBBAN - Hungry Like The Wolf & 2
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 MICHAEL MACASIN - BOWN From 13.5
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 PRINCEL - Life And Convention
 MICHAEL INCRESS - Report 16
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Fig. 11 Fig. 12 Fig. 12 Fig. 12 Fig. 13 Fig. 1 WKAU-FM -- Appleton, Wisconsin

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(John Card - MP)

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BOOK WLQL-FM-Minneapolis

(Eargg Swelberg - 980)

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FROM - I Know There's Something Color On 9.7
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COMP 111 PROF OF RECOVERAGE CONTROL OF THE PROF OT THE PROF OF THE WLS-AM-Chicago (Dave Darver - ME) • • CR TIME CLUB-Do You Really Plant To Hart Me

5.3 • STYS—Ms. Roberts 19.6 • MC-MET MCASON - Brille room 13.10 • DONSTOPHEE CROSS—Air Report III 16 • LONEL ROOM - Top Are 24.79 • LENNY ROCK IS AND SHEEM EASTON Tonight

on MCNT MARCER-Dan't Teh Me Love Me

o SUPPRIMARY-No Send Oil Lake E WLS-FM-Chicago

(Date Desyler - MES + + CULTURE CLUB-On Yea Really Wast In Hurt Me S 3
 S 3
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 GESTS Instituted RUMPAIES—Come On Epison 27-21
 SOE MCKSON—Breating Unio Feb 38:33
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WZEE-FM -- Madison (Math Hudson – MO)

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WZOF-FM-Rockford, Illinois ### (Mark - Mark - Mark

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Northeast Region PRIME MOVERS

MACHAEL JACKSON-Billie Jean (Epic) DARYE HALL AND JOHR DATES-One On One LIONEL BICHIE-You Are (Motown) TOP ADD ONS PRINCE-Little Red Convetto (Warner Bres.) DIGNOE MARKING 8-1244 The Short Way Hell

(Arcts)
AFTER THE FIRE—Der Rommstar (Epic) BREAKOUTS

TOM PETTY AND THE HEARTONEAKERS. Change Of Heart (Backstreet)
PSYCHEDELIC FURS-Love My Way Aeroplane

WACZ-AM-Bangor, Maine (Michael O'Reys - MD)

• + 304094(1-1 Jenn, by 30:25

• • DCYS Michaeld BranchS—Come Di Elice 37

SELTY SUPPLIES THE SELECT CONTROL OF THE SEL

WBEN-FM - Buffalo, N.Y. (Reger Christian - MC)

• THE PRETURBLES - Back On The Chain Gang | | 7

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WCAU-FM--Philadelphia

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WFEA-AM (13 FEA)-Manchester,

ARE, FOCATA ANNO I EARTH MARKED ON - Some Rund Of Franch I COCORD NATIVE CX - Take The Short Run His AFTER THE FREE LOVE AND HEART I WELLESSA MANCHESTER - N.C. Grits I TOWN'T SAMES - Say Please 3

WFLY-FM — Albany, N.Y.
Link Lawrence with
a will cold to the cold of the cold

EMB VM KARG - Betcha She Don't Lever Find B THOMPSON PRIVACI--Law 5 ENTERING DESCRIPTION - Preside OF Change A BARRY BARRO DW - Joses Kend Of French A CARRO, WHO She Hadde Low State She No. CARRO, WHO She Hadde Change A EL CARRO, She Hadde Change A EL CARRO, She Hadde Change A EL CARRO, She Hadde She Park May 2 EL CARRO, She Hadde Sh WHEB-FM-Portsmouth, N.H.

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salutes
the music industry,
and all who participated
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25th Anniversary
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Grammy Awards



You are all winners! There are no losers.

The International Newsweekly of Music and Home Entertainment

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WXLK-FM—Roanoke, Va.

(David Lee Michaels—MD)

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• TOM PETTY AND THE HEARTBREAKERS—Change OF SEALEWEL - Make You Feel Line Again X

Southeast Region ---- * PRIME MOVERS-

MICHAEL JACKSON—Billie Inan (Epic) CHRISTOPHER CROSS—All Right (Warner OURNEY - Separate Ways (Columbia) TOP ADD ONS

JOHN ANDERSON—Swinger (Warner Bros.) MICHAEL JACKSON—Beal III (Epic.) DIONNE NARWICK—Take The Short Way Home

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WIVY-FM - Jacksonville

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BRIT SOLUBLE - SHOULD - SH DOWN-HOME COUNTRY IN DENVER

Tradition's On The Air At KBRQ By EARL PAIGE

LOS ANGELLS At a time when msic is becoming steadily urbanized and homogenized, there is still a place for traditional down home country and the place right w is Denver, says Jim Stricklan, m.d. of KBRQ-AM-FM. He directs music at both two-year-old stations

which are port of the Entrire chain. Stricklan says Great Empire is now the largest US country chain. with nine of its 10 stations in the format. This means, if the other seven Empire outlets follow Stricklan's lead, a lot of exposure for local acts and traditional artists not charting regularly.

Evidence that KBRO takes its role as keeper of the traditional country flame seriously is the fact that one of Empire's stations is KWKH-AM Shrevenort "That's where the 'Louis siana Hayride' originated all those

· Continued from page 12

Joe Folger is the new music director

at Sandusky's KEGL in Dallas. Fol-

ger, who also handles afternoon

drive on "The Eagle" is no stranger

to Sandusky, having worked at the chain's K BPI Denver prior to joining Minneapolis' KQRS.... Dung Bran-

nan, music director and midday per-

onality for KNIX-AM Phoenix

now handling the music for the FM side as well. That comes after John

Buchunan, who had been music ditor for KNIX-FM in addition to

holding down the midday shift there, resigned Buchanan, who had

been with KNIX for the past nine

years, is replaced on the air by KJJJ

Phoenix's Erik Foxy, who will also serve as assistant music director for both country facilities.

KLOS has hired those part-time

p.d. Tommy Hadges has been look

ing for Frank DeSantis joins the Los Angeles ABC AOR outlet from CBS' L.A. FM, KNX, and West-

wood One, and Rita Wilde comes

KEZY Across town, Jeff Serr moves from nights at KMGG to noon to 4

p.m., while Put Garrett now pulls

down 4 to 8 p.m. and China Smith does 8 to midnight. KKBB Den-ver has a new g m He's Ray Mineo.

who will also continue in the sales

manager post he's held since joining

the station last September Mineo.

who replaces Ev Wren, plans no changes in the station's "big bind and ballads" format.

Dale Parsons, operations manager

tion. According to Dale, you at least

have to know what the razor hlades

upped to vice president/director of special projects for Goodphone

firm headed by Billboard's Mike

Harrison. Prior to joining Good-

phone in 1981, Wine produced Wa-termark's "American Top 40," wrote

Drake-Chenault's "History Of Rock

'n' Roll," and hosted a weekly talk

San Francisco Chronicle sports col-

mnist Lowell Cohn can now be heard on the "Camel" there, doing

Nikki Wine has been

are for

at WLTY Norfolk, has a 10 a m noon opening. Two hours? Well, the catch is there's quite a bit of produc-

the station from Anabelm's

ously, the one station in the chain country is KROK-FM. KWKH's Shreveport Otherwise, three AM-FM combi-

nations mirror KBRQ is operation K1DI Wichita, KTTS Springfield, Mo. and KYUN Omaha Stricklan is not snobbishly traditional. He declares that records are still judged individually on their ments. But KBRQ-AM's format is

unusually wide, from the most conapprars to Bob Wills, "We're one of the new county stations program ning album cuts," says Stricklan. Comparing the two stations. Stricklan says KBRO-FM tends to be more contemporary, "It's called '105 Country," he notes. As an ex-ample, some artists like Bob Seger

would be dayparted on FM "Some

records might be just a little too country for all times of the day on

ing on AM. To illustrate that no record is "too country," Stricklan notes that he's programming "The Jukebox Never Plays Home Sweet Home" by Jack Green, an artist who is not found on a lot of charts. KBRQ is also open to new, local acts. Just now, solo act Pete Rich-

man and groups Dawson and Cahoots are on KBRQ's 68-deep play-Richman is the only one near any national chart action

them on if the sound is there Stricklan says. He also gives local acts an extra shot on the list if they

need national exposure Stricklan, who says Moe Bandy, George Strait and Gene Watson epitomize the kind of sound KBRQ

(Continued on page 40)

8 Also Sprach Zarathastia (2001). Dendato, CTI
9 Racky Moantain High, John Denver, SCA "Stations become jaded about exsing local acts, which become falsely labelled 45 local. We put

Wilk Like A Man, Four Seasons, Yeepay Raby Baky, Don Columbia Rhythm DI The Rain, Cascades, Valuat Hey Paula, Fruit & Pauls, Philips You're The Reason I'm Living, Bobby Dare, Capital Our Day Will Come, Ruby & the

Pomaetics, Kapp
The Ead Of The World, Skeeter Davis. REA Wild Weekend, Robers Swon What Will My Mary Say, Johnsy Mathis

YesterHits

20 YEARS AGO THIS WEEK

POP SINGLES-10 Years Ago

2 Dueling Benjos, Dehverance, Warner

3 Last Song, Edward T. Bear, Capital

Could II Be I'm Falling In Lave,

Love Train, O lays, Philadelphia

Crocodile Rock, Ellon John MCA You're So Vain, Carly Simon Elektra

Don't Especi Me To Be Your Friend.

POP SINGLES-20 Years Ago

Somers Attante

Killing Me Softly With His Soag, Roberts

Walk Right In, Rooftop Singers,

TOP LPs-10 Years Ago

Don't Short Me I'm Only The Piano Player, Eltos John MCA No Secrets, Carly Samos, Elektra The World is A Ghetto, War Barled Artists Artists

Deliverance, Soundtrack Warner Bros

Deliverance, Soundirack Warner Boos, Hot Agusth Right, Neel Daarnood, MCA Bockly Moustain High, John Denver RCA Lady Stage The Blokes, Dania Roszi-Scandirack, Multiwin Talking, Book, Strew Wonder Tarnial More Het Bocks (Big Hits & Fazed Codves), Poling Stotels, Lorden Brymes & Resson, Carole Hing, Ode

TOP LPs-20 Years Ago

The First Family, Vaughn Meader. Cadence
2 My Son, The Falk Singer, Allao
Sherman Warner Bros.
3 Moving, Peter, Paul & Mary, Worser

4 Songs I Sing On The Jackie Glerson Show, Frank Fontaine ABC-Paremoual

My Soo, The Folk Singer, Allao Sherman, Warmer Bros. West Side Story, Soundtrack Columbia Jazz Samba, Stan Getz & Charlie Byrd.

Vene

8 Richard Chamberlain Sings, MGM

9 Noon River & Other Great Move
Themas, Andy Wilams, Columbia

10 Garlal Garlal Garlal, Elvis Presley, RCA

COUNTRY SINGLES-10 Years Ago 1 The Lord Knows I'm Drinking, Cal

Til I Get If Right, Tammy Wyaetle, Epic Neon Bose, Mai Tillis & the Stalesiders,

Any Old Wind That Blows, Johnny Cash 5 Teddy Bear Sone, Barbara Fairchild

Columbia
You Lay So Easy Dn My Mind, Bobby G
Rive Metremedia Country
Good Things, David Heuston, Epic
Keep Me Ia Mind, Lynn Anderson,

9 Love Is The Look You're Looking for, Consie Smith, RCA 10 Rated X, Lonetta Lynn, Decca SOUL SINGLES-10 Years Ago

Love Train, O'lays, Philadelphia International
2 Killing Me Sofety With His Song, Roberta

Flack, Atlantic
3 Could It Be I've Fallen In Love,

Spinners, Atlantic

4 Daddy's Home, Jermaine Jackson,

I Got Ants la My Ponts, James Brown

Polydor
Supersirbon, Steve Wonder, Tamla
Heither Of Us (Wants To Be The First
To Say Goodbye) Glodys Hight & the
Pips, Sool
Burehter Sade of Darkness, Fips, Seel

8 Lave Jones, Brighter Side of Darkness, 20th Centary

9 Give Me Your Love, Barbara Mason,

Vox Jox

on Century's KMEL

Dave Ross is the new p.d at napolis as assistant p.d. and morn-ing personality. Chuck Nowlen ing personality. ...

WGNG Providence, moving from the production director's post at Dover, N.H.'s WOKO. Vesta Vesta Millard is the new midday person-ality at New Rochelle's WVOX. coming from Ithaca College Bob White leaves WBFY-FM Grason-Bob ville, Md. to join WNAV-FM, An-

moves from part-time into the after noon slot at WAAF-FM. Worcester

After several "almosts" over the years. Beasley Broadcasting has made a deaf to sell its Savannah properties. WKBX/WSGF. The buyers are Burhack Broadcasting and Garrett Radio, who own sta tions in Pennsylvania. West Virginia and New York. . . Congrats to KRBE's morning drive jock Weaver Morrow who has been selected Houston's radio personality of the year by the local chapter of AWRT

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Buddah 10 A Letter To Myself Chi Lifes Bransnick

Rock Albums & Top Tracks

DRYAN ADAMS-Cuts Like A Knile, A&M

TOM PETTY AND THE HEARTBREAKERS-Change

THE IDHN HALL BAND-Love Me Again EMI

REO RIDER-Crack The Sky. Capitol

RRYAN ADAMS - The Only One A&M

SAGA-On the Loose Portrait

BILLY JOEL-Atlentown Columbus

			Rock Albums				Top Tracks
11	12	105	MTST-14# 13bd	28	31	282	
Á	2	4	JOURNEY-Frontiers, Columbia Mg of		1	5	JOURNEY-Separate Ways, Columbia
				1	-	-	DEF LEPPARD—Photograph Mercury
2	5 2	11	DEF LEPPARD-Pyromania Mercury BOB SEGER-The Distanca, Capitol	3	2	8	BOB SEGER AND THE SILVER BULLET BAND-E
4	3	11	TRIUMPH—Never Surrender, RCA				Now, Capilot
5	4	13	OURAN DURAN-Rio Capital	4	9	4	STYX-Mr Roboto, A&M
6	7	15	THE PRETENDERS-Back On The Chain Gang, Sire	5	18	4	OURAN DURAN-Ro, Capitol
			(45)	6 7	5	12	SCANDAL-Goodbye To You, Columbia GOLOEN EARRING—Twilight Zone, 21 Records
7	15	3	THE GREG KINN BAND-Ruhnspiracy, Beserkley RIC OCASEK-Bealifude, Gellen	L	11	16	TRIUMPH - A World OI Fantasy, RCA
9	18	5	BRYAN ADAMS-Cuts Like A Knife, A&M (45)	9	7	6	RIC OCASEA-Somathing To Grab For, Getten
10	6	7	RED RIDER-Neruda Capitol	10	6	12	OURAN OURAN -Hungry Like The Wall, Capital
11	17	14	SCANOAL-Scandal, Colombia	11	19	3	TONY CAREY-I Won't Be Home Tonoght, Rocshi
12	11	36	MEN AT WORK-Business As Usual, Columbia	12	14	5	THE GREG KIHN BANG-Jacquardy, Beserblay
13	В	17	TOM PETTY AND THE HEARTBREAKERS-Long After Dark, Backstraat	13	20	2	THE PRETENDERS-My City Was Gona, Sina
14	13	15	GOLDEN EARRING—Cul. 21 Records	14	10	21	THE PRETENDERS-Back On The Chain Gang, S
15	COL		STYX-Adroy Was Here, A&M	15	В	13	NIGHT RANGER-DON'T Tall Ma You Love Me,
16	16	17	PAT BENATAR-Get Nervous, Atco				Boar dwalk
17	12	14	SAMMY HAGAR-3 Lock Box, Geffen	16	22	В	VANOENBERG-Burning Heart Atlantic
IR.	19	8	NEIL YOUNG-Trans Gellen	17	12	7	MEN AT WORA-Be Good Johnny, Columbia
15	21	24	THE FIXX-Shuttered Room MCA ERIC CLAPTON-Money And Cigarettes Warner	18	13	6	REO RIOER - Power, Capitol
CO	22	1	Bros /Ouck	19	100 (-	THO MAS DOLBY-She Blinded Me With Sciance Capitol
1	18	18	FRIDA-Something's Going On, Atlantic	20	100 10	-1	MEN AT WORK-Underground, Columbia
2	14	16	PHIL COLLINS-Hello, I Must Be Going! Atlantic	21	28	12	DEXY'S MIONIGHT RUNNERS-Come On Edeen.
3	20	6	TONY CAREY-I Won't Be Home Tonight, Rocshire (12 (inch)				Mercury
	24	20	MISSING PERSONS—Spring Session M. Capitol	22	27	5	FRIOA-I Know Thate's Something Going On, Atlantic
5	23	13	VANDENBERG-Vandenberg, Atco	23	17	5	NELL YOUNG - Mr Soul Getten
6	25	15	NIGHT RANGER-Dawn Patrol. Boardwalk	24	34	5	TRUMPH-Never Surrender RCA
7	29	5	THOMAS DOLBY-Sha Blindad Me With Science,	25	41	4	REO RIDER-Human Raca, Capitol
. 1			Capitol (12 inch)	26	15	3	THE FIEX-Red Skies MCA
8	40	3	U-2-New Year's Day, Island (12 mch) DEXYS MIONIGHT RUNNERS—Too Rya Ay, Mercury	27			BRYAN ADAMS-1'm Ready, A&M
10	30		NEAL SCHON AND JAN HAMMER-Here To Stay	28	100		AFTER THE FIRE-Der Ammissar, Epic
1	-		Colombia	29	677	= 1	SAMMY HAGAR-1 Don't Need Love Geltan
11	38	4	BERLIN-Pleasure Victim, Geffen	30	25	13	PAT BENATAR-Looking For A Stranger, Chrysal
32	27	3	ART IN AMERICA-Art in America, Pavilion	31	23	3	BRYAN ADAMS-Take Me Back, A&M
33	31	5 23	THE B'ZZ-The B'zz, Epic	32	21	2	CULTURE CLUB-On You Really Want To Hurt
34	28	20	SAGA-Werlds Apart, Portrail DARYL HALL AND JOHN DATES-H20, PCA				Virgin/Epic
36	48	4	ROBERT HAZARO-Escalator Of Life, RCA	33	100		ART IN AMERICA-Undercover Lover Pavilion
37	42	2	AFTER THE FIRE-Day Administry, Epic (12 inch)	34	E		THE MEMBERS—Working Guls, Arista
38	37	13	PSTCHEOELIC FURS-Forever Now, Columbia	35	24	1/	MISSING PERSONS-Walking in L.A. Capitol
39	34	7	TODO RUNDGREN-The Evar Popular Tortured	36	31	15	THE FIXE-Stand Or Fall, MCA
40	33	29	Artist Effect, Bearsnile STRAY CATS—Built For Speed EMI America	37	45	8	BOB SEGER AND THE SILVER BULLET BAND-I Me Away, Capitol
41	43	6	CULTURE CLUB-Do You Really Ward To Hurt Me.	38	30	2	JOURNEY-After The Fall Columbia
"	4.3		Virgin/Epic (12 inch)	39		-	PAT BENATAR-Little Too Late. Chrysalis
42	35	3	BILLY SQUIER-Sha's A Runnar (Leve Version), Capitel (45)	40	33	11	SAGA-Wind Him Up. Portrait
13	36	3	ORE STRAITS—Twisting By The Pool Warner Bros.	41	32	8	SAMMY HAGAR-Remamber The Heroes, Getten
"	20		(12 inch)	42	48	5	MISSING PERSONS—Windows, Capital
44			INES-Shabooh Shoobah, Atco	43	35	4	OIRE STRAITS-Twisting By The Pool, Warner B
45	100	100	MODERN ENGLISH-I Melt With Year, SwerWarnar Bros (12 inch)	64	36	3	THOMAS OOLBY-One OI Our Submarines to
66	44	21	JEFFERSON STARSHIP-Winds Of Change Grunt				Missing Capitol
47	41	3	THE JOHN HALL BANO-Searchparty EMI America	45	37	7	THE HUMAN LEAGUE-Mirror Man A&M
48	100	100	ULTRAVOR-Quartet Chrysalis	46	38	5	ERSC CLAPTON-I've Gol A Rock N' Roll Heart, Warner Brothers/Ouck
49	45		THOMPSON TWINS—Side Kick, Arista	47	29	2	ART IN AMERICA-Art In America, Pavilion
50	50	12	THE ENGLISH BEAT-Special Beat Service, LRS	48	39	24	RUSH-Subdivisions, Mercury
۳			Top Adds	49	26	12	SAMMY HAGAR-Your Love is Driving Me Crazy
			- of Haas	50	42	32	BUDAS PRIEST-You've Got Another Thing Com
ì	STY	r.K.b.	o War Ness AFM				
			y Was Here, A&M	51		12	Columbia EDANE MARRINO - Strange Dearmy Columbia
1 2 3	MOL	TA HU	ny Was Here, A&M ICHET—No Guis Ho Glory, Epic BOLIDN—Michael Bolton Columbia	51	44	12	Columbia FRANK MARINO—Strange Dreams Columbia NER TOUNG—Little Thing Called Love Getten

THE JOHN BUTCHER AXIS-Life Takes A Life Pointon

U2-New Year's Day Island (12 inch)

OIVINTLS-Boys In Town, Chrysalis

STRANGE ADVANCE - Different Worlds, Capitol

PAUL BERRERE-On My Own Two feet Mirage

NAKEO EYES-Always Something There To Remod Mr. EMI

Radio

Out Of The Box

HOT 100/AC

BOSTON—The fun and energy of the Jackson 5's earliest records for Mo-town come to mind whenever WXKS-FM program director Sunny Joe White listens to "Candy Girl" by New Edition (Streetwise). "I'm biased because the institute to "Candy Offi oy New Edition (Streewise). This based occasio the group is from Boston, but it's great to hear a young act hit the charts from out of the blue," he notes Wall Of Yoodoo's "Mexican Radio" (IRS) caught his ear while he listened to a local college station, and "I Eat Cannihals" by Tnto Coelo (Chrysalis) is "a top 40 record with a new wave tempo that's lots of fun." White adds that "If You Wanna Get Back Your Lady" by the Pointer Sisters (Planet) reminds him of a cross between "I'm So Excited" and "Fire." although "it isn't as fast as the former or as slow and sleazy as the latter. It's a nice middle ground.

AOR

PITTSBURGH-Prince's "Little Red Corvette" may be the most main-stream pop tune the multi-instrumentalist has ever recorded, says WYDD-FM stream populae the mutu-instrumentation has ever recorded, says will be rounded music director George Anthony, who's playing the edited version of the new Warner Bros. single. "His voice has never sounded so clear, and the way the Warner Brot, single. "His voice has never sounded so clear, and the way the time builds is amazing." Ellen feley's over of 'Johnny And Many' by Robert Palmer, taken from her new Epic/Cleveland Intl. disk. "Another Breath, burps out "a lot of things Palmer only suggested," the programmer fels." "It's good to hear from her again." Marvin Gaye's "Midnight Lady" is a "cool and sexy way to brighten the station's new music format," and Anthony wants to know whether there are any American takers for the Belle Stars' Suff import single. "Sign Of The Times." He says its approximation of the Motown sound marries "the best of the old and the new."

BLACK/URBAN

NEW ORLEANS—"It's hot, no question," Barry Richards, program-music director of WAIL-FM, says of "Feel So Good," a track from the Yarbrough & Peoples LP, "Heartheas" (Tolal Expenence), "His ounds to me like an exten-sion of their "Don't Stop The Music." The Bar-Kays "Sbe Talks To Me" (Mar-cury) is going to be "a monster," he feels, the calls it the best thing they've done since "Shake Your Rump To The Funk." Visual's "The Music Got Me" (Pref.) ude) has been getting good phone response, he says, and "Live In Video" by the Family Players and "You Got Me Dancing" by Windjammer, both on MCA, are the programmer's favorite cuts from new albums by these local acts.
"They could be the next big things around here, but the label needs a little motivation, I think

COUNTRY

MIAMI-Steve Lewis, the program/music director at WQDI, recognizes that country duets are "burning out rotations, but sometimes the songs are so that country duets are "burming out rotations, but sometimes the songs are so good, you find from for them anyway. His philosophy applies to three cuts from the new "Pancho And Lefty" LP by Merfe Haggard & Willie Nelson (Epic.) "Opportunity To Cy," "My Mary" and especially "Half A Man" bring out the best in both singers, Lewis says, John Confects "Common Man" (MCA) sladato out because the singer's vocal style is so tunistasti. He programmer calls it "a different kind of voice, one that's just right for country. The tune speaks to the average country listener because it's full of American symbols."

And even though Gus Hardin's "After The Last Goodbye" (RCA) suggests tha influence of Tanya Tucker. Lewis feels that the instrumental accom
"makes it on its own merits, period."

Talk Of Cincy Going National

scams, such as proclaiming to an audience that Congress is quietly considering a law requiring every American to write two book reports a year typewritten and double spaced-"Talkhack" is a fountain of

Conceived by host Jerry Galvin and producer Jeff Krys, "Talkback" has in the past been confined to the public airwayes of low-powered out-lets. WAIF and WGUC here. But Galvin's weekly antics, such as un-veiling the "truth" behind the "Federal pet tax act," which emwers the Federal pet police to reak into homes unannounced and be breaking nationally. Krys has ar ranged for a spot on the NPR Satellite to "audition" the offenne.

The "Talkback" audition is scheduled for Sunday March 6 from 9 to 10 p.m. eastern time. It's free to any NPR station that wishes to take it off Westar IV, transponder 2D, channel 10 KQED San Francisco, WNYC New York, and WVXU Cincinnati have already agreed to take a chance, but for those less trusting. Krys says, "We'll be feeding a 14minute pre-audition so that p.d.'s

can hear it before making a decision

Promotion Copywriter



STRAIT TALK-Mark Knopfler of Dire Stratts talks about the group's new EP, "Twisting By The Pool," on dios of WPI LEM New York

Career opportunity Leading industry communications company needs fast-thinking, highly creative copywriter to write copy for a full and the copywriter to write copy to a substitute to copywriter to write copy for a sur-range of promotional malerials; in-cluding ads, folders, presentations and other salas support activities. Pop music industry experience an important plus. Must have strong sense of commitment to on-time completion of assignments. Send resume and a sample of your best

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59 60 A compilation of Rock Radio Airplay as indicated by the nations leading Album oriented and Top Track stations.

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Radio Specials

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Feb. 27 Mar 5, John Cale, Newsweek FM 28, Hall & Qates concert live Tha

Feb 28. Music In The 80s. Continuous His lory Ot Rock And Roll Rolling Stone Produc Feb 28. Jeff & Steve Percaro, David Paich.

Tota, Guest D.J., Rolling Stone Productions, one Feb 28 Mar 6. Merle Haggard, Country Closeup, Narwood Productions, one hour

Feb 28 Mar 6, Bob Crosby, Music Makers. Narwood Productions, one hour Mar 3-5, Tom Petty, The Source, NBC, two

Mar 4-6, Phil Collins, OH The Record, West Mar 4 6, Rick James, Special Edition, West

Mar 4-6. Salanism, Rock Chronicles, West Mar 4-6 Phil Collies, Sammy Hagar, Rock A.

Mar 4.6. Peabe Bryson, Bres. Johnson, The wo Westwood One one hour 4 6, Night Ranger, Frank Marine, In

Mar 4-6, Chaka Khao, Budweiser Concert Mar & 6, Devo, Journey, Greg Ribn, Off The

Record Westwood Day one hi 4-6, David Frizzell & Shelly West Weekly Country Music Countdown United Sta

Mor 4 6. The Turties, Dick Clark's Rock Roll and Remember United Stations four hours Mar 4 6. Patti Page, The Great Sounds. Mar 5 Ted Nugent, Randy Meisner, Hall &

Magazine, The Creativa Factor. Max 5 Thrasher Bros. Country Sessions

Mar 7 13. Anna Murray, Country Closeus Mar 7 13, Keely Smith, Music Makers, Nav

Mar 6-12, Dexy's Midnight Runners, News week FM, Thirsty Ear Productions, 30 minutes.

Mar. 7-9. Country Joe McDonald, Graham Nash, On Bleecker Street. Continuum Broad

Mar 7 Ozzy Oshourne, Continuous History Of Rock And Roll. Rolling Stone Productions, one

Mar 7, Michael Sadler of Saga, Guest O.I. Max 10 12, Police, The Source, NBC Iwo

Mar 11 13, Billy Squer, Off The Record, Mar 11 13 Leon Sylvers, Special Edition.

Mar 11 13. Cover songs, Rock Chronicles,

Mar 11 13, Golden Earning, Duran Duran, Rock Album Countdown Westwood One, one Mar 11-13. Ray Parker Ir., Margie Joseph,

Mai 11-13. Karla Bonoff, Jesse Colin Young, 9 Concerts, Westwood One one hour Mar 11-13 Eric Burdon, Peter Tork, On Blee

Mar 11 13. Frankie Laure, The Great Sounds Mar 11 13, Little River Band, Dick Clark's

Mar 11-13. George Strait, Weekly Country Music Countdown, United Stations, three hours. Mai 12, George Jones, Country Sessions USA Country Sessions, Inc. one hou Rock And Roll Rolling Stone Produ

Mar 14, Marly Balin, Guest D.J., Rolling Nat 14 25 John Anderson, Country Closeup.

National Programming Radioradio Has Holiday Spirit

lays covered Their new schedule neludes "The Honor Roll Of Rock And Roll," a wx-leour produced for Memorial Day by The Creutive Factor. "The Great Ameri-can Summer," another eight-hour Creative I actor special to be used last year's Independence Day Specal. The firm will also again pro-duce "Great I's Of 1983," a New

Year's countdown Radioradio will also be offering Super Concert," featuring a soon to-be-named group in a three-hour Labor Day appearance, and a midsummer special, "Memory Makers. offering listeners the opportunity to call in and play music trivia for three hours on August 13.

Covering the holidays country style is Mutual Broadcasting, with six of ferings, including Memorial Day's "Triple" featuring Alabama, Janie Fricke and Ricky Skaggs; July 4's Loretta Lynn and Conway Twitty special; Labor Day's Dolly Parton and Don Williams feature: "The Great Entertainers," scheduled for Thanksgiving, to be tied in with the CMA's Entertainer Of The Year Award, "A Country Christmas" with the Osmond Brothers and 20 country stars, and "Country Music Countdown 1983." On the rock side, "Rock USA," a

three-hour weekly AOR program joint ventured by Doubleday Broodcasting and Mutual, debuts April 2. hosted by Todd Cannarozzi Doubleday's New York outlet. WAPP. And speaking of New York. Larry King will be there, broad-casting live from WOR Feb. 29-March 4 Upon his return to Mutual's Arlington studios, King will stage his annual "why are you up at "survey, slated for March 10. Mutual president Martin Ruben

directors of the Greater Washington Cultural Alliance "Elmer Dapton's Grovers List," heard on more than 300 Mutual affiliates, has won first place for the best consumer-directed programming from the Gateway Chapter of the Nanonal Agricultural Marketing Association . .

Some additions to the RKO lineur of shows. On RKO One. Steiner on Sports," a 90nmentary hosted by RKO's Charley Steiner, can be heard in morning drive, "Money Money Money," a 90-second feature on the green stuff, can be heard in ofternoon drive with RKO's Dean Shepard; and now fed three times on Saturdays is "Radio Listens to u 90-second album re Records. osted by KFRC San Fran cisco's Duve Sholin. Not to be left out, RKO Two has added "Radio Looks At TV," a 90-second look at that night's television offerings hosted by Bruce Ellrot, to as morn ing drive schodule

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Seems like everybody and his brother is doing a promotion in conjunction with the final episode of M*A*S*H" (too bad CBS-TV couldn't have run it during radio's spring sweep). If some of the promotions sound alike, they might be tied in with Drake-Chenault, According to the syndicator, 200 stations have been running their "Farewell M*A*S*H" promotion, which includes a trivia quiz. souvenir khaki T-shirts with "Farewell MoAoSoH imprinted and "Farewell M*A*S*H rties tied in with local establishments who happen to have wide-screen TV set-ups. The list ranges from local hotels to the Wendy's in

BOOKER T. OF THE M. G.'S WAS A MEMBER OF WHAT

Chillicothe



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Prices include postage Foreign orders that desirs airmall please add \$1.7.00. (For supplement only add \$2.50) All payments in U.S. dollars only t

_State___ Check or money order for full amount must accompany order. MEIL SEDAKA WAS LEAD SINGER FOR WHAT GROUP? Contemporar

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Radio

KSON Fights Back In Country Battle

By THOMAS K. ARNOLD

SAN DIEGO -For close to 20
years, KSON-AM was the top-rated
country music station in the San

Diego market. In fact, it was the only country-formatted station in the entire region for 17 years after its inception in 1963. And with the introduction five years ago of an EM sister station that also programmed country music, KSON enjoyed a virtual monopoly in what was then a rapidly expanding market. But in October, 1980, ailing top 40 station KCBQ-AM ahruptly switched its format to country and mounted in aggressive sales and marketing campaign designed to lure some of those country listener- and lucrative advertising dollars-from KSON. And like a sleepine giant. KSON was caught by surprise. In the next Arbitron book, KCBQ-AM made a formidable showing, and by the end of the spring. 1981 ratings period it had overtaken the longtime count leader Since then, KCBQ-AM and KSON-FM have literally secsawed in the No. I position—and KSON-AM, used to ratings of 4.0 or higher, has had to content itself with lotal

"The problem KSON had in the part was that we relied too heavy on being the only country-western radio station in the market," Nelson says, "We never had to become a full-service radio station: all we had to do was play George Jones and Tammy Wynette, and we knew the people would tune in, because KSON was all there was.

"But when all of a sudden you have four stations that are all playing George Jones and Tammy Wynetic (KCBQ) starred an FM outletia August, 1981, the full-service station will always some out ahead. And KCBQ has always been a good full-service radio station, datung back to its time as a top 40 station, while we've been a jukebox."

Programming changes that have been instituted at KSON-AM in recent months include the humg of a full-time sport director, live broadcasts of local soccer games by the sand Diego Sockers, helicopter traffic reports, and various other pubble service amountments. In a market of the control of

The FM side, too, has seen profound changes in recent months. Nelson adds. "When I got here a few years ago. KSON-FM was a one-person station that pretty much relied on the AM staff." Nelson says. "Now we've spent about \$200,000 on technical improvements and we've hired a complete art and production staff separate from the AM."

Other changes at KSON affect both the AM and the FM, Nelson says. Chief among these is the teaming up of Rod Hunter, the AM program director and morning drive personality, with Ed Chandler, who holds the same position on the FM. The two now operate as a morning drive team, with there 5:30 to 10 among the features of the same position of the FM.

Also affecting both stations, Nelson says, is Edelson's newly formed promotions department. Since joining the two country stations in September, the self-described "P.T. Barnum of radio" has instituted a number of regular promotions.

Among these are weekly office parties, in which contestants send in postcards and the winner gets a fully interned party, and careed Findly offermon party, and arring of various country specials many via satellite. But perhaps the most popular promotion is the most popular promotion is the most popular promotion is and Eggs. Bigged. "unrer Bacos And Eggs. Bigged." unrer Bacos And Eggs. Bigged." unrer black form a listener's kitchen while the cast is runchoosed when the cast is runchoosed by the selection of the contest of the cast is runchoosed by the selection of the contest of the cast is runchoosed by the selection of the contest of the cast is runchoosed by the selection of the contest of the cast is runchoosed by the selection of the contest of the cast is runchoosed by the selection of the runchoosed by t

NATIONAL ACADEMY OF RECORDING ARTS & SCIENCES





On the occasion of the
25th anniversary of the Grammy Awards,
The National Academy of Recording Arts & Sciences
is proud to announce that it will issue
its first record collection

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The Franklin Mint Record Society, Franklin Center, PA 19091. Stanley Walker, Vice President and Director. (215) 459-6421.

THE FRANKLIN MINT RECORD SOCIETY

Retailing

-100 TITLES PER STORE-FIRM PLANNING DIVERSIFICATION

URT Stock Offering Sells Out

Music Plus Into Videodisks

LOS ANGELES - The 28 Music Plus Records & Video stores in South ern California are helieved to be the first U.S. record/tape/accessories/ video chain to fully embrace videodisks as inventory. As of Feb. 19, every

store in the chain had at least 100 different videodisk title-Lou Fogelman of the Plus stores says that the mix of RCA CED and Pio

neer Laser disk titles is about 50-50, hecause no pattern has been established by store. But he adds that the mix will be tailored in the near future as the number of buyers for each format is determined individually for each outlet Videodisks are getting front-of-the-store prominence. The Plus stores

feature an RCA freestanding spindle-type display as a centerpiece around which regular store 12-inch LP browser boxes containing videodisks are placed Signs throughout the store alert customers to the innovation Music Plus instituted videodisks as standard inventory in 12 stores prior to the holidays. Fogelman says they did so well that they were added to the

other stores "as quickly as possible."

Experience at Videon, the chain's experimental, all-video specialty store

in Studio City, indicated that videodisks are a sell-through item and do nut

have to be rented, Fogelman says Music Plus prices videodisks at full list. The chain ran its first ad in the tertainment section of the Los Angeles Times Friday (25). Mitch Perlis and Shelly Tucker are jointly responsible for the new venture

Four-Unit Arkansas Chain **Enjoying Steady Growth**

steady growth of the 14-year-old Music Mart chain, hased in El Dorado. Ark., reflects the growth being experienced in many areas of the country with populations between 15,000 and 50,000, according to Richard White, the chain's supercenter in 1981 visor. As an example of Music Mart's growth, White notes that the chain plans to open its fifth store in two months-and that this will mark

the firm's first new market entry in That long lapse between opening doesn't mean that Music Mart had stopped growing One store moved three times during that period, another moved twice, and the firm opened a new main office and car nd home stereo service center about eight blocks from its El Do-

rado flagship unit. Music Mart began in 1969 with te purchase of an existing sto Magnolia, Ark. A location in Rustin, La. was acquired two years later, and the firm opened its first original unit in El Dorado in 1972. It was another six years before the fourth Music Mart unit in Crossett Ark, was

added

The history of the El Dorado unit is typical of growth factors in small markets It was originally located downtown, but moved to a mail when a rush to the suburban shop-

TOUR PROGRAMS

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ping center occurred. "We were too cramped up there," White recalls, so the unit was moved to its present free standing site a year ago, with a sig-nificant increase in volume resulting. The Magnolia store has moved wice, most recently to a shopping

All lour Music Mart units are about 2,000 square feet in size. All feature car stereo, which White says has probably kept the chain going over the past year or so ("We were off 10% in 1982, it was a rough year"). Three units have car stereo installation centers, and the newest store will have an arrangement with a vendor to provide fast installation.

White estimates that the stores feature approximately a 50-50 split between hardware and software The chain began selling video games last Christmas and is now adding la ser videodisks. It does 65% of prerecorded music volume in black music Lean inventories are main tained, and LPs and cassettes are discounted a dollar. Singles are fimited to charted selections and sell for from \$1.79 to \$1.99

Cassette sales are catching up to LP sales, White says, although casstored in locked cases. He adds that Music Mart could sell 8track too, "if we could get it."

White is responsible for main-(Continued on page 40)

DECALS \$2.50

Stray Cats

Pink Floyd

Judas Priest

Iron Malden Van Halen

LOS ANGLEES A \$4 million stock offering in URT and Peaches Entertamment Corp sold out five days af ter its Feb. 10 start. The offering by First Jersey Securities in New York was initiated by Hialeah, I'la -hased URT founder/chairman Alan Wolk to obtain working capital for retrenchment and diversitieation. The quick buyout of the four million units is considered surprising in view of the financial community's long standing skepticism about the record industr

The sellout at \$1 per unit provides the underwriter with \$ 175 per share or \$700,000. URT with \$.53625 or \$2,145,000, and PEC with \$ 28875 or \$1,155,000.

For \$1, an investor received nne are of URT common, one share of PEC common: a 2-year warrant to purchase one share of PEC at 50 cents, and a five-year warrant to purchase one PEC share at 75 cents In the prospectus, for the period ended Jan. 1, 1983, URT and its two subsidiaries showed sales of

\$21,976,314 with a net income of \$122,443 for the nine months against comparable 1982 figures of \$14,429,375 and \$73,017 URT, begun by Wolk 21 years ago as a cutout house, eventually went

into rackjobbing. It claims to be the largest racker in the deep South and in the upper 30% of the industry nationwide The operation, with ware houses in Atlanta and Hialeah Gardens, was serving 441 outlets operated by 19 customers in mid-December For the year ending April 3, 1982.

United Rack states its average re from all customers equalled 26% of the gross dollar sales, average returns to vendors equaled 28% of gross. United bought from 71 sup pliers for its rack in 1982 Racks em ploy 139

In April, 1982, PEC acquired 10 Southeastern Peaches stores fa the trustee of the Peaches and Nehi Record Distributing Chapter IX hankruptcy action here. Purchase price of the stores was \$2,892,851, of which \$723,212 75 was paid in cash. Balance of \$2,169,638 25 is payable in five equal installments on April 1 through 1987 at 12% interest.

The aggregate purchase price of \$2,892,851 included \$1,928,332 in inventory, \$835.371 in leasehold improvements, \$76,385 in machinery and \$52,763 in furniture and miscellany PEC can deduct \$131,000 from year's payment because that amount was repaid to the Clearwater Fla store landlord for leavehold improvements in that store PEC operated a Norfolk store until Sept 19, 1982, when it was vacated From November, 1981 to April, 1982, the stores netted \$5,300,000, of which Norfolk and Atlanta accounted for \$784,000, the prospectus reports From April through July 2, 1982, the stores netted a total of \$2,831,146, with Atlanta and Norfolk contributing \$388,000. In May, 1982, PEC acquired a South Miami mall location in-

vesting \$160,000 in improvements A month later, the firm acquired a free standing site in Altamonte Springs, Fla and spent \$250,000 in refurbishing in mid-January this year, PEC subleased 3,000 square feet in a Richmond mall. It can add 4,500 square feet

The PEC store lineup now in-Square Annual El Laudecdale

Rockville Mrt 20 000 \$121 550 Clearwater, Fla. 21.600 Generathorn N.C. \$62,000 Colembia S.C. \$16 400 West Palm Reach \$89.887 900 \$114 190 Altamonte Springs 7 000 The report to prospective stock

holders discloses the tollowing URT executive salaries for 1982. Wolk

\$406,000. David Jackowitz, president, who oversees retail, \$162,000 resident of United Ruck, \$164,000. Wolk's annual salary is \$325,000, while both Jackowitz and Silverman receive \$160,000 per annum The higher salaries resulted from bonuses awarded for services related to entry into the retail business. Wolk-owns 10% of URT common and 43% of the Class B common stock, the re-



las Priesi \$3.50 Rush mey Bob Seger \$3.00 \$4.00 Rolling Stones \$5.00 mes '81 \$3.00 Grateful Dead o available: Buttons, Patches, Stickers, plus many more artists All prices listed are retail. All fully licensed merchandise Call toll free 1-800-852-3087 In California 1-800-852-6871 CALIFORNIA POSTERS 6601 Elvas Avenue Corramento, California 95819

ROCK FOR SALE! #56

THIS MONTHS FEATURES

Ozzy Black Sabbath

Adam Ant Stray Cats Iron Maiden

Michael Scho

How One Texas Store Survives

By EARL PAIGE

LOS ANGELES-Bill and Marie Allen are hardnessed to explain and pop record store for 12 years in Carrollton, Tex. while seeing seven competitive stores come and go in their North Dallas suburban com "Persistence," offers Marie

Not only is the 2,000 square foot store surrounded by large record/ tape chain outlets, it has directly adacent competition right in the CarHappening Sound Shop is situated. "We have TG&Y, Minyards, a grocery store and Fekards Drugs is right next door," says Marie How er, none of the nearby competition has a full range of products compar-ing with the Allens. In addition to records and tapes, representing 75% of volume, the store carries video games, personal stereos, guitars and theet music "We even have 8-tracks.

hut they are becoming next to imossible to stock Undoubtedly, one key to the store's longevity is its dedication to special orders. This service goes

Bill Allen was an industrial engi neer and plant manager in Dallas when he and his wife saw an adver tisment for a music store and de cided it would be a fun business

"The store had 28 8-track tapes and some singles under a glass counter. We also later discovered that they owed everyone or so it see And there were lawsuits.

The original store had been doing some special order business. "We have customers today who have stayed with us all this time," Marie says She indicates however, that pecial orders are often unprofitable

Among other secrets of the Allens hours: 10 a.m. to 9 p.m Monday Saturday. Marie and Bill's 24-yearold daughter Lisa, and her friend. Lanny Price constitute the entire staff

The area has been hard hit hy unemployment, says Marie, men tioning layoffs at Braniff, Texas In struments and Otis Engineering. We have that same faithful clien tele that staved with us during the 1981 spring depression.

The Allens have found advertising too costly, but benefit from being located near R L Turner High School. "Most of our business is pop music. Country has fallen off We sell singles for \$1.67, and it seems many people who used to buy coun-try LPs now just buy the singles." Most LPs and cassettes are \$6.98 and

\$7,98 The ratio of LPs to cassettes The natural traffic generated by the shopping center, which provides only adequate parking, is still another ingredient that helps Happening Sound Shup flourish But right next door, where a Hallmark card shop is now, the couple has seen seven other businesses go under

sold is about 7-3.

Audio Remains A Key Area For Discwasher

NEW YORK "A lot of people are talking audio again," says sewasher marketing director Dale Berlau In fact, Discwasher recently introduced a new head demagneti-zer and plans to add some other audio accessories to its line in the next couple of months.

Sull, video games remain the hot accessory category for the company its Pointmaster deluxe video game roller and new computer accessories garnered the most response from dealers at the recent Consumer Electronics Show

"Accessories are still major profit centers for retailers," says Berlau, pointing out that record stores do well with accessories in all areas. "We have a lot of record stores selling Pointmaster It's also selling in some mass merchandisers. And we're seeing packages being put to-gether of Pointmaster with game

"The trick as far as we're con cerned is to convince people we're not getting out of the area of record and tape care. Although we're adding more game and computer accesories, we think we're also gaining

market share in audio. Berlau says Discwasher will have a counter- and/or wall-mountable display unit in the first half of the year, to he adapted for game, com-puter, audio and video accessories. Cross-promotions are also being de-

veloped.

Game Monitor **Joystick Manufacturers** Get In On The Action

One of the more surprising developments in video games over the past year has been the arrival of an aftermarket, while analysts predict a collapse of the entire dedicated games market within a couple of years (Billboard, Feb. 26), companies working in the here and now have been scoring significant successes in what many consider bor-

rowed time

Case in point, the makers of re lacement joysticks. Almost a dozen different makers came into the mar ket last year with joysticks that claimed to be more accurate and more durable than the standard models supplied with the Atari 2600. The leaders following the Christmas selling season appear to be Discwasher and Wico Discwasher successfully diver-

sified its audio accessory line with its "PointMaster," and Wico, the major manufacturer of arcade controllers, entered the consumer market with an entire line that included both joy sticks and trackhalls, under the name "Command Control."

What is the size of the market Discwasher marketing head Dale Berlau says firmly that estimates of a million joysticks sold over the holiday season are low, judging from his company's results. Based on Berlau's and taking into account Atan president Michael Moone's recent datement that the Atan 2600's in-

appears that some 10% of console ers were convinced to make a purchase in a product category that had appeared only a couple of

No wonder, then, that Atan appeared at the Las Vegas CES with its own "Pro-Line" improved joystick, even though it had stubbornly insisted up until then that the joysticks supplied as standard equipment were up to the wear-and-tear requirements of video game buffs. Neither Discwasher nor Wico had time to broaden their existing distri hution channels for the holiday rush: nevertheless, they claim to have doubled and tripled their pre-market introduction sales projec-

What's next? Having introduced a new joystick add-on circuit that allows constant firing and a new joysuck incorporating that circuit, Dis washer is aggressively pursuing mass market buyers with a rebate for buye ing two PointMasters. Its video line (which now includes computer care accessories) will become "quite large," according to Berlau.
For its part, Wico appears headed

for an equally aggressive marketing campaign this year, budgeting \$7 million for co-op and consumer advertising, and expecting to test tele-(Continued on page 60)

Survey For Week Ending 3/5-83 Billboard #

deo Games

These are the best selling home video games co by the Billboard research department

Copyright Owner/Manufacturer, Catalog Number

24 PITFALL-Activision AX 108 RIVER RAID-Activision AX 020 26 FROGGER-Parker Bros 5300

2 3 6 VANGARD-Alam CX 2669 26 DDNKEY KDNG-Coleco 2451 10 5 DRAGON FIRE-Imagic IA 3611

6

10 14

13 26

NO COURT

9

12

5

26

MS. PACMAN-Atari CX 2675

PAC-MAN-Alan CX 2646 REAL SPORTS-Football Atari CX 2668

SPIDER FIGHTER-Activision AX021

othe carron PHDENIX-Alan CX 2673

> BERZERK-Alan CX-2650 DEMON ATTACK ... Image: 7200

DEFENDER-Atan CX 2609 11 REALSPORTS-Baseball Alan CX 2640 15 8 15





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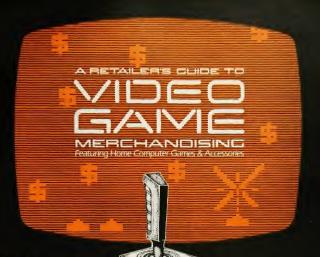
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A Special Report From Billboard . . . The International Newsweekly Of Music And Home Entertainment

in the fast-moving video game industry, it's how you play the game that determines whether you win or lose and how big.

When it comes to retailing and distribution, when it comes to stocking the fight game and computer software, when you're playing the game for keeps and the stakes are high—retailers must have the latest, most reliable reports and information. Billiboard provides it every week with timely, ongoing coverage in the regular issues—but the focus and importance will be even greater in the April 23 Retailers Guide to Video Game Merchandlising. This issue will be intensely read and referred to, by Billiboard's worldwide

Key Editorial Topics Include:

Overview ... now the wideo game industry evaluates its successes, failures, and lessons learned last year and the outlook for the year ahead. Top Execs ... Who's who in videogames today with leading execs revealing their points of view and insights. Software surge ... Survey of new, available, and classic game software from the top producers/manufacturers and others with new developments in design, voice synthesis, memory, and other technological advances. The Retailing Game ... Expansion of outlets—the growth

among record retailers, the video specialty stores and non-computer stores, retail movement into mass merchandising outlets and software-only stores. **Personal Computer Games**... the fast-emerging

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As of 2/16/83

Would-Be Vid Franchisers Boom Independent Store Owners Seen Crowding The Field

would-be franchisers are not aware that 15 states have franchise regitlations: California, Hawan, Illinois Indiana, Maryland, Michigan, Minnesota, New York, North Dukota Oregon, Rhode Island, Soath Dakota, Virginia, Washington and Wisconsin Regulations differ

est" by franchisers In the other 35 states, the LTC, which does not "register" or otherwise authorize franchising, requires publication of a disclosure under the so-called "franchise rale" The FTC bulletin, "Franchise Rule Summary," lists five violations, each vabect to civil penalty actions of up to

Orange, Calif. franchiser Jim Lahm, head of Video Cross Roads International, agrees that many sucme of them ex-franchisees are "skating along the edge" by offering store plans without a legal hasis. Lahm suggests that the lengthy and often eastly process of filing disclosures has led many store owners to

circumvent regulations when offering "franchises. Lahm, Moffitt and Atkinson all say that franchise disclosure require-ments tend to work against franchisers who do file disclosures. In some states, for example, rules call for impounding franchise payments in es-crow accounts until financial disclosures are found to be in order. This ties up needed capital and may encourage dealers to avoid disclosure. However, non-frünchisers are still required to file disclosure in some

Recording Manager Sought Recording Manager Sought Van de America (Manager Sought Van de America (Manager Van de Manager Van de Manage states. In California, for example, firms not defined as a "franchise, but marketing business opportunity plans with fees over \$500 but under \$50,000, are required to file with the Secretary of State under the "sellers assistance marketing plan " Franchisers operating in Uniforma mast file disclosures with the Department of Corporations, an offi-

Disclosure filing furthermore exacerbates the vulnerability of franchisers. Moffett points out. "We have to list all our franchisees. Competitors can locate them and offer better deals or otherwise harrass as.

In addition, disclosure documents call for revelations of litigation Once public, these "skeletons" can e ammunition for competitors "It's old and had news," Atkin-Not all of the expansion in video

specialty retail derives from spurious franchising Atkinson notes, for in stance, that the Video Station network of "affiliate" stores, now at over 450, tends to clone itself. "One of our affiliates in Knowville has 10 stores now," he says. Video Station does not function as a franchiser, though its prospectas notes it is com-plying with FTC franchise rules There are numerous indications of the growth of video franchise op-

erations. Moffitt, who claims Vid Big now has 100 units, plans to add another 100 this year Video Connection of Syosset, N.Y. projects 190 new openings this year on top of its present 160 units. Video Cross Roads International is offering regional franchises and has targeted 30 regions, each geared for 60 stores—a potential 1,800 units.

Significant growth is now occur in Canada, with most large franchisers active there, and in small markets throughout the U.S. As an example of the latter phenomenon. Ed Carey and Roy Enter. Denver hased franchisces of National Video, have recently opened the first of 10 planned new stores and say they envision satellite operations working out of such markets as Greeley, Colo

Large chains are showing rapid growth as well. Video Concepts divion Jack Fekerd Corp. has added 30 of its present 176 units in the past dealers everywhere are adding stores for example, Arthur Moro-witz of Video Shack, New York recently added a 10th unit. In Phoe-

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nix, Entertainment Systems Of America, which has had one unit for over two years, plans to open two

Observers offer numerous reasons for this explosive growth, a chief one being the maturation of the rental business following the panic that re sulted from stadio rental plans last year Another agnificant factor is steadily dropping VCR prices

Atkinson, in fact, is telling affiltates that the growth seen so far is meager compared to when VCR penetration pushes beyond eight million sometime this year "What's astonishing is that, according to the Electronics Industry Association and other sources, between 10,000 and 15,000 stores have closed in the last few years." Atkinson notes And yet we still have 8,000 or so out there night now

New **Products**





up of Masell's automatic static remover for phonograph records is seen in contrast to the full array of



ny's WM-4 casselta playar is \$74.95, a new price point for such product. Elements of Walkman per-formance include counter-inertial llywheel dealgn.

MTV Adds & Rotation

MTV NEW VIDEOS ADDED. MTV NEW VIDEOUS AUDIEU.

Pat Benatar, "Anxiety," Chrysalis

The Call, "When The Walls Came Down," PolyGram

John Hall Band, "Love Mc Again," EMI

Le Roux, "Carne's Gone," RCA

Le Netto, "Fade Away," PolyGram

Rodway, "I Am Electric," RCA

Nouvay, "I Am Electric, "KCA Strange Advance, "She Controls Me," Capitol Styx, "Heavy Metal Poisoning," A&M Superiramp, "My Kind Of Lady," A&M Vanderberg, "Love In Vain," Atco

MTV HEAVY ROTATION (3-4 plays a day): Pat Benatar, "A Little Too Late," Chrysalis Def Leppard, "Photograph," Mercury Desy's Midnight Runners, "Come On Esleen," Mercury

Deryy Minight Rumers, "Come On Faten," Mercury Duran Duran, "Roy," Capital Golden Earing, "Twilight Zone," 21/PulyGram Grey Rha, "Leguary," Berensley, Men At Work, "Be Good Johnny," Columbia Ngih Ranger, Door Tell Me You Love Me. Boardwaß, Re Ocsawk, "Something To Grab For," Geffer Percinders, "Back On The Chain Gang, Sine Red Rufer, "Light/Human Race," Capitod Spy, "M. Robon," AM

MTV MEDIUM ROTATION (2-3 plays a day). Bryan Adams, "Cuts Like A Knife," A&M Adam Ant, "Desperate But Not Serious," Epic Culture Club, "Do You Really Want To Hart Me," Virgin/Epic Dire Straits, "Twisting By The Pool," Warner Bros Dero, "That's Good," Warner Bros

Thomas Dolby, "She Blinded Me With Silence," Capitol English Beat, "Save It For Later," IRS Donald Fagen, "New Frontier," Warner Bros. Fixx, "Red Skies," MCA

Fixx, "Red Skies," MCA
The Filtrs, "Jukebox," O
Heaven 17, "Let Mc Go," Arista
Inxx, "The One Thing," Akto
Joe Jackson, "Breaking Us In Two," A&M
Jefferson Starship, "Winds Of Change," RCA
Modern English, "I Melt With You," Warner Bros.

Naked Fyes, "Always Something To Remind Me," EMI/America Rundy Newman, "I Love L.A.," Warner Bros Schon/Hammer, "Lies," Colambia Billy Squier, "She's A Runner," Capitol Toto Coelo, "I Eat Cannihals," Chrysalts Triumph, "A World Of Fantasy," RCA

MTV LIGHT ROTATION (1-2 plays a day). ABC, "Poson Arrow," PolyGram Loni Basil, "Nobody," Chrysalis Blancmange, "Living On The Ceiling," Island Kate Bush, "Suspended In Graffa," EMI America

Kim Carnes, "Say You Don't Know Me," EMI America Chris De Burgh, Don't Pay Ferryman," A&M Buck Dharma, "Born To Rock," Epic The Cure, "Let's Go To Bed," Fiction/Important

The Cure, "Lets Oo To Bed, "Fedom important Disings, "Boys In Town," Chrysalis English Beat, "I Confess," IRS Haysi Fantayzee, "John Wayne Is Big Leggy," RCA Chick Francour, "Under The Boulevard Lights," EMI Judas Priest, "Hellion/Electric Eye," Columbia Sammy Hagar, "Three Lock Box," Gelfen Kenny Loggins, "Heart Light," Columbia The Look, "You Can't Sit Down," Plastic Motley Croe, "Live Wire," Elektra

Ian North, "Only Love Is Left Alive," Neo Prince, "1999," Warner Bros Simple Minds, "Promised You A Miracle," A&M Tigers Of Pan Tang, "Love Potton #9." MCA

Irio, "Anna," Mercury Tina Turner, "Bull Of Confusion," Virgin/Epic U2, "New Years Day," Island Ultraynx, "Reap The Wild Wind," Chrysalis Utupia, "Feet Don't Fail Me Now," Network

MITY WEEKEND EVENTS Saturday Concerts: Duran Darun, March 5 Sanday Specials: Freeze Frame, March 6



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CHRISTIAN RICK Sweet Young Thing LP Capecom Columbia FC 38520 CAFCT 38520	No L No L
COLOMBIER, MICHEL Old Fool Back On Earth LP Colombia C2N 38211 (2) CA CTX 38211	No L No L
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MacDOWELL RONNIE
Personally
LP Exc FL 29514
CA FL 39514
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LP Exc SIT 29554
STEVENS, SHAKIN'
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VARIOUS ARTISTS
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WILLIAMS, HANK, JR. Strong Stuff LP Lieus 60223

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LP Paus PR 1140

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Dreams Of Tomorrow
LP Doctor Jaus FW 38447
CAFWT 38447
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PROMOFIEV. SERGE

Love For Three Oranges Suite,
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Russo, Ignacio Ferraro, Ottoy LP Contemporary Risc o Studios CRS 8115 UHL, ALFRED

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AD DEADLINE—April 3, 1983

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Video

Manager Lippman Branches Out Adds Production Clients To Musically-Oriented Roster

LOS ANGELES The boom in home video is luring more than p forniers from the music realm It's creating new career challenges in nal management as well

That's graphically apparent in the cuse of Michael Lippman, an attor-ney and former Arista lubel executive who moved into personal man agement during the late '70s, representing Melissa Manchester and Bernie Taupin, among other musically-slanted chents

Lippman continues to handle those two early assignments, but to day his client roster also gives equal time to video. Producer/director Marty Callner and Mark Brickman a production designer and lighting specialist, both introduced Lippman in connection with video projects for Manchester, are now part of a clientele that, while selec tive, includes record production and screenwriting (for Taupin) among

I always wunted to have what I'd eall an entertainment complex," says Lippman. "That is, an organization that would transcend any one enter-tainment area. That's always been my dream, and consequently has shaped my choice of the type of artists I work with."

It's also enabled Lippman to weather the soft music marketplace. although he's quick to confide that he wasn't "planning that the record business would run into less than the most prosperous time." That turncal interests, he adds. "You have to look for other avenues to develop, so I found myself working with people outside the record business Lippman says he was already pointed toward diversification for

Mood Is Upbeat At Big London Software Show By NICK ROBERTSHAW

his small roster when he first decided

LONDON-The Link Houses sponsored Video Software Show which took place in the Heathrow Penta Hotel here Feh 20-22, at-tracted nearly 120 exhibitors and produced heavy room traffic on all days in a mood of continuing hullishness, with the UK market now estimated to be worth some \$350 million annually. The event's organizers claim it is now the largest soft-According to organizer Ken War-

(Continued on page 58)

COLOR STOCK VHS OR BETA VIDEO CASSETTE BOXES

to handle producers not lone after signing his first recording artists.

Much as his own acts led him to albunis, Lippman's video fortunes

"Marty Callner is someone I met two years ago when he was recom mended to me while I was producing Melissa's special for HBO," recalls Lippman. "He's worked with Diana iss. Paul Simon, Lisa Minnelli Stevie Nicks and Fleetwood Mac on ty and cable specials. More recent Callner assignments

have included a Pat Benatar cable special, and he begins production soon on HBO specials for Kenny Loggins and Hall & Oates. That lengthening list of music credits would seem to be a useful career hook, but Lippman notes that a mafor goal has been to avoid typecasting for Callner as a music video specialist. Snaring the job as director for HBO's production of "Camelot," which ared last fall, was a step toward that goal

Brickman, too, became involved with Lippman as a result of the Manchester cable special, which was

TOKYO-Japanese VCR exports

totalled 10.65 million units in 1982.

an increase of 44 8% over the previ-

ous year's figures, according to eus

toms clearance statistics reported by

A total of 2.5 million VCRs went

to the U.S., an increase of only 5.5%

over 1981. But exports to European

Economic Community territories

jumped by 73.3% to a total of 4.9

That percentage was down on the 117.2% hike in EEC exports re-corded in 1981 as compared with the

year before The upturn in exports to the U.S. in 1981 was 129.7% cnm-

Japanese VCR exports during the

month of December came to 963,262

million units during the year

pured with 1980 returns

the finance ministry

as a vadeodisk by Pioneer Artists in the LaserVision format Brickman had done concert lighting for Bruce Springsten and Pink Hoyd, and has branched into consulting work enabling him in design acts and lighting without having to handle the full load of road work Here, too. Lippman stresses broadening careers as the goal; with Brick man, key moves have included his first video production [for use on Jackson Browne's European tour] and a forthcoming leature film for Universal, "Streets Of Fire

He and Marty will probably wind up working together, much as each of them has worked with Melissa," notes Lippman. It's even con ceivable that Lippman clients could provide future scripts, since the manager notes that veteran lyricist Tauran now has a development deal for a ty movie to be based on the life of Marie Leveaux, a voodoo sor-ceress who lived in New Orleans. Lippman and Taupin have been handling the script through their joint Pistol Productions, and CBS (Continued on page 44)

Japanese VCR Exports Post Another Yearly Jump

> units (up 19.1%) went to EEC coun-tries and only 178,731 (down 33.6%). to the U.S. Exports of VCRs to France during the last month of 1982 dipped to nnly 27.069 units a drop of nearly 60%, as a result of the import restriction move taken by French author-

toms in the remote city of Pottiers Exports of color television sets from Japun decreased by 45% in 1982 to a total of 5.96 million units This is the first time in three years that color tv exports registered a drop. Of the total, 952,029 units went to the US (down 69%) and 736,866 to the EEC countries (up

RCA To Shoot Lou Reed Live

turning to the Bottom Line, his home away from home, to tape concert footage for a new RCA Video-Discs project. The show, coordi-nated with RCA Records, Boggs/ Baker Productions and Reed's man agement, will also include conceptual footage

RCA VideoDiscs will produce, shoot and distribute the show, which will be altered for different video The finished product is planned to coincide with the release this spring of Reed's latest album

older material. Promotional video clips for "Legendary Hearts" will probably come from the project

Details regarding the show's production have not yet been entirely worked out, but Seth Willenson, staff vice president, programs and business affairs, points out, "The opportunity to shoot Lou Reed live was He's the kind of artist with historical significance that lends him to ty and, especially, home viden use."

Push Set For Duran Duran Single NEW YORK-The marketing

program for Sony's new line of with plans so far in place for promo-tion of Duran Duran's 'Hungry Like 1be Wolf'' Girls On Film In a joint promotion with LMI Music Video, Sony will advertise on MTV Music Television to proincite the March release. The campaign will include a 50-50 co-op split on advertising, timed to coincide with a March 5 Duran Duran concert on

A toll-free number is included in the spots to allow consumers to obtun the name of their nearest dealer The spots will run during the first

two weeks of March The campaign was developed by John O'Donnell, Sony's national manager of video software. Bob (Continued on opposite page)

> New Videa Releases, page 40.



TOTAL BREAKOUT—Toto Coelo perform "I Est Cannibals" at Camden Pal-ace during the taping of "Breakout," a pilot for a new weekly series on the British rock scene produced by Jureen Korduletsch.

Latest TV Trend: **Music Programming**

pilot and is seeking sponsors before signing up stations Syndicator Robert Mertz of Parrot in White Plains

NY Inrevees a half-hour weekly "FM-TV," another ATI Video production, based on a summer re-placement series from 1982. Six two-hour specials will air this summer

Local shows airing on cable and syndicated television include "MV3" and "Rock ON-TV" (both Los Angelest, "Waveforms" and "Stars Of Tomorrow" (both Detroit), "Hot Rocks" and "Dance Videotheque" (both New York) and "Dancing On Air" (Philadelphia) Details on the national shows are as follows:

"Radio 1990" is a fast-paced program combining video clips, news nieces on general subjects such as sports, music and fashion; segments from the 1960s German rock show "The Beat Club" and trivia, Host is

Jeff Franklin, head of ATI Video which is producing the show for USA, says. "The format is one of something for everyone whether adult or child It's based on FM radio, which today is like WKTU and WBLS in New York -no tight playlist. We'll play a wide variety of mu

Joel Gallen, talent coordinator for "We're Dancin'," explains that the 10-show series is being offered to syndicators for two weeks in March It is provided free to stations, with the supulation that the producers be allowed to sell two of the six minutes of advertising. (This "bartering" is quite common in television: a number of other music shows are taking the same route) "We're Dancin" produced and directed by Ron Kan tor Freculive producers are Scotti Brothers/Vinnedge Television

"Rock'n'Roll Tonite" tapes bands performing at Perkins Palace. It alone among the new shows does not use clips. "We want to bring back the raw edge, the excitement, to rock'n'roll," says producer Bob Engnier "Clips serve a purpose, but there's no need for a viewer to rush home to see a show that uses clins because they're everywhere We're booking live bands that are compatible with each other

Additional features of the show include a Instorical segment and a house band "Rock'n'Roll Tonne will be simulcast over radio in top markets "We have no comedy, and no on-air host," says 1 mmer, although he adds, "One of the bands may act as a quast-host on some

Saga, Adam Ant and Musing Per

Mark Goodman of MTV hosts The Rock'n'Roll Show," which is according to producer Denny So-mach, "formatically pure rock." Acts taped for airing on the show include Fleetwood Mac, Genesis and the Who as well as concerts by Steel Breeze, NRBQ. Livingston Taylor and Dexter Wansel.

and Dexter Wansel.

Jurgen Korduletsch, who produces "Breakout," says, "We wanted to acquire the rights to Top Of The Pops" for the U.S. When we found that was impossible, we decided to creute our own." The show which he believes will be developed for a 26week minimum run, will feature a countdown and a 10-minute live

"Our original assumption was that the show would only be for the US because lip-synching is a prob lem with the L K music unions But it turns out that we may be able to work something out, and get 'Break-out' on Channel 4 in Britain," Korch says. He adds, as do others MIV has opened a lot of doors

U.K. Survey: Tape Viewing On The Rise

LONDON-An average of about five million Britons watch video recordings every night, according to a survey by the British Market Research Bureau. The analysis lends weight to the wide belief that the rise of video is responsible for a discernible full in television audiences, as shown by ratings lists, and by low national support for the new commercial network. Channel 4

According to the report, 24 million homes in the U.K. have video recorders, and 1.9 million use cassettes in the course of u week Video viewers watch for an average of an hour and a half each night, while television view ers watch for two-and-a-hall

The number of video viewers exceeds by 400,000 the number who go out for a traditional Britsh evening at the "local pub" And a is 12 times the average mightly British cinema audience The average nightly television audience is recorded as 38 8 oiil-

U.K.Top 20 Video Rental

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(Video Tabe Centre) VTCV 1036 (Embassy) V 1615

(Striff Films) VHSTFF 3 VIDEO BUSINESS charts are compiled by Record ess Research tram a nationwide panel of retaders and wholesalers. / 1983 by Video less, Reprinted by permission.

Duran Duran

Push Is Set

for CMI Music Videu; and Peter

U.K. Warning On Taping Of Weddings

warning from the Mechanical Copyright Protection Society, couples getting married in the men that they must conform to copyright law if they want to have a video recording of their

marriage ceremony An MCPS spokesman here estimales that there are around 250 people making and selling videotapes of weddings, and that number is likely to grow. The nationwide video boom has brought a dramatic increase in the number uf couples who want replays of their wedding on the television

some of the music played could be under copyright, which could mean a fee payable of around \$7.50 to \$15. It emphasizes that, in addition to the modern music that is often dubbed onto the tapes, some hymns and modern arrangements of the works of Mozart or Chopin can fall under cupyright regulations.

Changes Set At Pioneer

MONTVALE. N J -Proneer Video has instituted changes in its manufacturing and mastering operations and its industrial sales organi-zation. The Carson, Calif. facility has been expanded to include a sec-"We are presently interviewing a

number of candidates, including many formerly employed by Dis-coVision, to fill the second shift positions so that we will have the benefit of having workers who are already trained," the firm says in a prepared

Video mastering and processing facilities are being relocated to expanded quarters, also in Carson, and several satellite sales offices are

New On The Charts



"Diva," a French romantic thriller, moves rapidly through plot twists and exotic backgrounds as an obsessed fan (Frederic Andrei) attempts to get close to the object of his admiration. He tapes the dwa (Wilhelmenia Wiggins Fernandez) in a performance, in spite of the fact that she has never permitted her

when a second tape, this one belonging to an underworld figure, falls into our hero's hands, the chase—and the confusion—a un. This feature in designed to sportleght intermixing their debut on Billboard's Videocycline Top 40

Videocassette Top 40

SALES

RENTAL

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WYAT Coming To New Orleans

New AMer To Specialize In Crescent City Sounds

By NELSON GEORGE NEW YORK "Where yat" has been a popular local New Orleans

expression for as long as anyone in the Crescent City can remember Twe been saying it for years," says Ed Muniz, owner of the popular FM station WAIL and its AM sister WNNR, which for years programmed black gospel music But on March 25. WNNR is be-

coming WYAT, with a program-ming philosophy as New Orleansflavored as its call letters. "We will he playing more New Orleans music than anybody," says prugram director Barry Richards, who already does a show on the daytimer unde the handle Rock 'n' Roll Pig. Richards, who also programs WAIL, in-troduced the heavy New Orleans music format last month "We're going to he an oldies stawhere they occasionally play classic New Orleans music, we'll be playing Lee Dorsey, the Neville Brother Clifton Chenier as well as more obcure performers like Rolling Stone and Barhara Geurge, every third or fourth record

In building an audience for the 250-watt station. Richards and Mu niz have enlisted the talents of sev etal longtime New Orleans air per including Jim Stewart. Cherne Vilitarno Smith and Cantain Dan. All three worked at one time at WNOE, once the city's leading top 40 station. Muntz, an experi on New Orleans music of the 1950's is currently doing an on-air stint as Sonny Stoppa until his namesake Poppa Stoppa (Clarence Hurmun) can join the station. Harmon, now in his 60s, has been in and around the New Orleans music scene well

We're looking to attract the 25 to 50 age group which grew up in New Orleans on this music," says Rich "Our main competition WTIX, is on 24 hours a day, and we're only a daytimer, but our re search tells us that most of the au dience in our target age group only listens to radio during the day. At night they turn on the televisi which gives us an equal shot at

pleased when I called Washington and they told me no one had taken the WYAT call letters. The expres sion is so common down here that I thought maybe someone had used it before." Muniz plans to capitalize on his good fortune with bumper stickers and cards that make its holder "a member in good standing of the Crescent City YAT club."

SECOND ANNUAL PRESENTATION

Reggae Awards Set For Chicago

CHICAGO...The second annual Recease Music Arts Awards are to be held here May 21 at the North Side club Metro. According to the event's organizer. Ephraim Martin, awards will be given to international as well as local reggae stars this year

Martin says eight international and 23 local awards will be presented throughout the evening In addition, he says, a special ment award is to be given to "one person who has been outstanding in the promotion of Jamaican culture through its music Categories for the international

says Martin, will include the Bob Marley Memorial Award for international entertainer of 1982, best male and female reggae vocalists,

reggae poet, and the General Echo Memorial Award for most popular reggae sound system. Nom: World, Peter Tosh, Rita Marley Steel Pulse, Musical Youth, Black Uhuru, Gregory Isaacs, Yellowman, Carlene Davis and Mutabaruka

Local awards, says Martin, will include those for Chicago's most cultured reggae band, longest-serving reggae sound system, most popular gae radio program, and best reg gae DJ, in addition to individual per formance and group awards. A panel of five judges will base their decisions on "originality, cultural appeal, and message," says Martin.

Jamaican artists Winston "Yel lowman" Foster and Mutabaruka winner, Yabba Griffiths & Traxx will provide entertainment, with local favorites Nyan Como and Gypsy Fari.

Last year's reggae awards involved a series of in-concert eliminations for local groups, culminating in the finals/awards night. Marun says that 1982's competitors have been evaluated throughout the year by a select panel of judges, avoiding the clutter and length of last year's

He says that 1981's regeat awards drew capacity crowds to the Metro and that he expects the same for this year. A fund-raising dinner for the awards, set to be beld Sunday (27) will in part benefit a Jamaican charity fund, Martin adds

driving dance tunes that should gar-

The Rhythm & The Blues Three Young Performers To Watch

ing You" was the best black vocal

performance of 1981 not nominated

for a Grammy, while his slurring

sliding vocals on Stave's 1982 "Show

year's hest Without him, Slave'r

current release is very disappointing

the heavy funk direction of Slave.

aided by other ex-Slave members

and the group's former producer.

Jimmy Douglass. Anchored by Ar-

drumming, such songs as "Weak At The Knees," "Nobody Can Be You," and "Way Out" are tough, hard-

rington's own heavy syncopal

Arrangton's alhum continues in

album made it one of that

Make You Smile

dustry's great cliches is that "Young talent is the lifeblood of our business." Though this phrase is much abused in the trend-conscious world of popular music, it's true that regular infusions of fresh voices and nds are essential Many feel that Steve Arrangton

Marcus Miller and Whitney Houson are three young performers of con

suderable talent who bear watching. Arrington, former vocalist and drummer with Slave, debuts as a solo performer with

e Arrington's Hall Of Fame on Atlantic, Bassist Miller, a Miles Davis odeman and a musical collaborator with Luther Vandross the wrote "Never Too Much" 'Bad Boy"), makes his singing dehut with the Warner Bros album Nineteen-year-old Whitney uston, daughter of the under appreciated vocalist Cissy, isn't ned to a label yet, but it won't be long, considering her sterling cameo appearances on recent albums by aterial and Paul Jabura

Miller has been one of Ne-York's most in-demand session mu sicians for several years, but it wasn't his songwriting with Vandross that ner club and radio play. the range of his talents became clear The most impressive aspect of "Sudthe ballad "Memories" from Matedenly" is the songwriting, especially the way Miller integrates his vis 1050 bass licks into pop songs with

rial's "One Down" album Elektra, and her duet with Paul Ja overpowering the melodic bara on his Columbia effort. show her to be an extremely assured and he instrumental "Could It Be You controlled singer for one so young is top-notch pop-jazz, with Miller displaying a deft touch as a soloist. Performing with ber mother around New York in the past year. Whitney But the album's sleeper is "Just What I Need," a beautifully arhas shown a still-developing perranged ballad on which Miller gives sonal style, one that echoes her strenuous, emotional vocal per mother's soulful delivery, but with a cool pop quality of her own. Whit-With Slave, Arrington made vois the pedigree and the style to als with all the stops pulled out a be a major vocalist habit. His sizzling effort on "Watch

> Tappan, N.Y. has just issued its sex d series of Rock Greats Collector's Cards, featuring performers from the 1950s and early 1960s. These small black and white cards repro duce old promotional pictures on their front and provide a selected discography on the flip side. The bulk of the cards feature black vocal groups, many quite obscure (for eample. Joe Bennett & the Sparkletonest, along with black and white solo stars of the era A total of

(Continued on onposite page)

Short Stuff. Music Nostalgia of

Superilars are awarded to those products demonstrating the greatest sales pains this week (Prime Messers) ± Stars are awarded to either products demonstrating supriscant gams. ◆ Recording industry loss of America and for sales to 500,000 units (seal solicizated by drift. ▲ Recording industry loss of America heal for sales of 1,000,000 units (seal solicizated by foraigh).

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MS. GOT THE BODY-Con funk Shun (Can Fook Shun)
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The Rhythm & The Blues

MAKE YOUR BODY

· Consinued from opposite page 90 cards are available. One set of 45 cards cost \$5 and can he ordered from Musical Nostalgia, P.O. Box 275, Tappan, N Y 10983

36 14

Inhn Abbey's Atlanta-based interational representation firm has arnauonal representation firm has ar-ranged several upcoming European dates for black artists, including Roy Ayers in London and Birmingham, England March 25-27, Harold Melvin & the Bluenotes for 10 English dates starting March 30, and a 10 day English tour beginning March 18 by Billy Griffin, Griffin, former lead yealist of the Miracles, has a major English hit on CBS with "Be With Me." Abbey is also arranging European dates for Jimmy Ruffin and Pieces Of A Dream ... Phyllis Hyman, Nurman Country and his Starship Orchestra are set to per-form at the Los Angeles Urban League dinner Thursday (3) at the Century Plaza Hotel Cicely Tyson is the evening's host. . CHGG, the 24-hour cable radio station in Charlottesville. Va., has changed its for mat from total gospel to a mix ut gospel and urban contemporary Percy Sledge, best known for his performance of the soul classic

IT'S RAINING MEN-Reather Girls IP Jaharis, B Enty)
P Inlease P Shaffer, Sangs Of Mantalkan Intand-Olga, BMI-Parityalde ASCAP

A 12

has a new album, "Percy!" on the Nashville-based Monument label. The album is composed of new ma terial, except for a cover of Lloyd Price's "Personality" Another soul veteran, William Bell, is back on the scene with the charted black single Bad Time To Break Up," which was not written by this columnest, aithough one of the writers is N Reggie Lucus, the quiet halt of the Mtume/Lucas production team, steps out on his own by producing a new band, Sunfire, on

Warner Bros. The first single is

More Shorts. Edmund Sylvers has signed to Arista as a solo artist and will be produced by his brother Leon, the creative force behind hits hy the Whispers and Shalumar cut on Earth, Wind & Fire's "Pow erlight" albunt sounds remarkably like Prince (musically not lyrically) a reflection of his impact on the black music scene. Look for Prince and Vanits 6 on the cover of Rolling

100 84

> Harris, formerly of Stevie Wonder's staff.... R&h veterans G.C. Cam-eron and Denise LaSalle have signed with Malaco Records... Af-ter considerable (and debilitating) delay, a new Champalgn album is on the horizon. It's been a long tim unce the group's fine Lea Graham-produced "How Bout Us" single, so any momentum the group had de-veloped may have dissipated. The new single is called "Tro

WE'RE AT THE PARTY-Docu four & Martines

ew LP & Tane Releases, p. 29

LPs & TAP

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1983

BILLBOARD

Nona Hendryx at Stereo Review's recent bash to honor its '82 award wine Rona remarks at overed neview's recent bean to another a war and The dialogue between the lunk-minded Hendryx and the veteran jazz alicio nado and performer is less offbeat than it seems: Taylor continues to antholo gize the changing shape of jazz in his college and NPR radio work, while Hendria, now signed to RCA. Is active in New York's tertile "no wave" of avail

Ambitious Plans Unveiled For Boston Globe Festival

festival programs outside Newport or New York, ubiquitous jazz promoter George Wein is linking com sic blues and avant-garde attractions under the banner of the Boston

Globe Jazz Festival Plans for the 12th annual Globe festival, slated to run March 18-27 at promotions and the original New port Jazz Festival than to the more compact bills offered in other mar-kets under Wein's promotions for Kool cigarettes. Thus, Wein's claim that the Globe program will repre sent "the entire spectrum of jazz" flects a lone list of participants

Top draws include a performance by the reunited Return To I orever. featuring Chick Corea. Stanley Clarke, Lenny White and At Di Meola, for two shows at the Opera House on the final night (27), a Symphony Hall bill teaming the

Carter Trio (26). Spyro Gyra and David Sanhorn, also at Symphony Hall, in a fusion program (23); and Oscar Peterson, also at that venue, in a solo performance (24)

More during are concerts devoted

to the jazz community's avant-gardists, both past and present These include a Berklee Center bill featuring the World Saxophoni Quartet and the Paquito D'Rivera Quintet on March 25, and a special slated for the 22nd Tony of Boston Univ.'s WBUR-FM will

18) via a Park Plaza Hotel show teaming Larry Elgart's orchestra and the Widespread Jazz Orchestra, followed the next night by a Berkice date for Lionel Hampton and his or chestra Finally, uncut blues is th theme for two shows teaming B B King and Bobby "Blue" Bland at the Berklee Performance Center on

Swing gets the nod opening night

Hall Of Fame Planned In Va. CHARLOTTESVILLE, Va - A

DRIVE TO BAISE \$1.5 MILLION

local citizens group here is propos-ing a National Jazz Hall Of Fame. with plans for incorporation as a non-profit foundation and a targ of \$1.5 million in funds to be raised Site is said to be based in the prox imity of the Univ of Virginia, which as the area's lure as a tourist cross

The project's founders say Benny Goodman, singer Maxine Sullivan and critic Leonard Feather have already accepted positions on a national advisory board, with Sullivan dated to appear in an initial lundtaising concert this Saturday (26) An initial group of 10 major jazz musicians or composers would be

Wilber Named To Wilkes College Post

WILKES-BARRE, Pa Clari-nettst and soprano saxophonist Bub Wither has been named jazz musician-in-residence at Wilkes College here In addition to performing. Wilber will present a number of lectures on jazz at the college through April

Wither played at the college last ertory Ensemble For the pust three years, he has toured under auspir of the Suttersonian Institution

first induction veremonies, now scheduled for October, and a jazz ar chive including photographs. rangements, manuscripts and other memorabilia is being assembled. That collection would be shared with the Music Department at the Univ. of Virginia

Further information is available from the Acting Curator, National Jazz Hall Of Fame, Box 3210, University Station. Charlottesville

Lavish Orange County Venue Due Entrepreneurs Call It Prototype For 20-Club Chain

By SAM SUTHERLAND

108 AND LLS Three South Californian businessinen are hanking 54 million on a major resulgence in public demand for live sazz and lusuin and they're raising those stakes by having their first in a

Although the battle plan for the Jazz Exchange calls for the first venue under that name to open in Newport Beach next December, entrepreneurs Budd Bonnewell Gary Edwards and Richard Ward are alreads stumming for national compsure. Eavish press kits have been spread throughout the local media. and since a kickoff ceremony late last summer, the partnership has ailded to the fantare with its own in house newsletter, the Jazz Street Journal, which began publication in Desember

The scope of their blueprint goes beyond the initial nightchib how-ever, with Honnewell disclosing long-range goals including a chain of up to 20 Jazz I schange clubs nationally Bonnewell likens their potential to that of the original Playboy Clubs, with the combination of plush surroundings, full bar and restaurant service, and name acts building a steady chentele

If the initial club is any indication the three partners are indeed optimistic about the future for commercal jazz For the Newport Beach fa citity, they've planned a 10,000 square foot building designed to reemble an antebellum mansion. French Creole cursine and a complex of services ranging from a busi ness meeting room, complete with running stock market quotes, to two separate restaurants. Video and audio recording of five shows is also part of the master plan

Bunnewell, an area native who operated two jazz clubs in Denton. Tex., home of North Texas State Univ. says that he and his two partners began hatching their dream "three years ago over a backyard barbecue" Since then their project has rolled well beyond informat fan tasies, he claims

We've already lined up our underwriters, two teams of attorneys, accountants and chefs," he reports. A key to the businesslike thrust that Bonnewell claims has aided in rounding up support from Orange County's traditionally conservative ness community has been th nature of the partnership itself. In addition to Bonnewell's previous experience in club operation, the trio and an electrical engineer in Edwards. That disparate background has thus far created what Bonnewell teels is a prudent counterbalancing

Even so the checkered fate seen for the nivrtad live pazz rooms mound Los Annalos, and the beach communites sunounding it does change will succeed Honnewell's answer ties the economic future of Orange County uself to what he beheves will be a major turnaround in the market potential of jazz. "It's just a matter of time before Orange County pulls away economically to

conte now loom as components in a

establish itself as a separate market from Los Angeles," he asserts, adding that there's already ample evibarometer for that prospect dence of that process in the contin Thus, Bonnewell predicts that the uing proliferation of major orporate headquarters in the area In entertainment, he points to the united success of the brane Mendous Amphitheatre as fresh proof that Orange County's population and in-

I think the way jazz is headed now, with the appearance of major Rickie Lee Jones who incorporate so much jazz into their music, shows we're right in our thinking," he ar Over the next live years there'll be such an influx of ho young players that they simply can't be kept down." He eites the mush-noming trend toward serious inhigh school levels as another hidden

club's bookings will include nation ally known fusion acts such as the Manhattan Iransfer, Spyro Gyra und Al Jarreau with stalwarts from the older school of mainstream play



New Policy For Calif. Club

LOS ANGLEES. While a youthful troika of Newport Beach busi-nessmen are promising they'll bring a gala new jazz facility to that Southern California fown (see story above), an existing club has already Southern California lown (see story above), an existing club hits afready altered its name and biooking policy to learner jazz prominently. The Laff Stop is being renamed the Laff Stop/Senyort Jazz Nite-club according to Michael Callice president of the Laff Stop club chain. Policy was underseared by the first major jazz biooking. Carmen

McRae, who played there I ch 15-16

Cathe, who brought in personal manager Stan from to consult on the

new dual booking policy, says the move is lorced by the drying up of the talent pool for new comics With name comedians playing larger senues, the Laff Stop now hopes to pick up the slack with separate jazz nights in an almosphere Callie describes as "a New York-style supper club for serious jazz lovers." The club, which opened in 1976, with now feature comedy on weekends and juzz Tuesday through Thursday *******************

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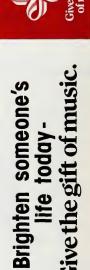
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·函·	24	4	MR, ROBOTO-Siya (Siya), D. Defoung, A&W 2525	图	61	3	(Phil Collars, Nugh Pedgham), Phil Collms, Allantic 7:89877 WHIRLY GIRL—Bro	82	22	2	SHE'S A RUNNER—Billy Squier (Mack, Billy), B. Squier, Capital 5202	
包	77	7	FALL IN LOVE WITH ME—Eerth, was and fire (Naunce White), M. White, O. Veughn, W. Veugh, Colombia 38 03375	55	38	23	th. Angel, Neth Metholing, L. Angel, Defich 1-23/03 (namer Bros.) THE CLAPPING SONG—Ptg. 246013	8	2	7	YOU GOT LUCKY— Tom Petty and The Heartbreakers Gim banney, T. Petty, M. Campbell; Backstreet 52144 (MCA)	
包	23	82	J KNOW THERE'S SOMETHING GOING ON-Freds Orsel Collins, Nuch Publishmen, 8, Balland, Minder, 7, 85988.	×	62	~	(Charles Galdin), N. Chane; Electra 7-69889 (Electra/Curb) SHE BLINDED ME WITH SCIENCE—Thomas Dolby	2	≅	81 12	SHOOT FOR THE MOUN—Poco (Poco, John Mils), R. Toung: Alterno 7-83919 YOU ARE IN MY SYSTEM—The System	
23	12	17	GOODY TWO SHOES—Adam Ant (Adam Ant, M. Perron; Epic 34-0336)	(A)	63	m	(Tim Friese-Green, T. Dolby, J. Kerr, Ceptol 5204 SOULD 1 STAY OR SHOULD	16	82	19	(M. Murbhy, O. Frant), M. Mufphy, D. Freht: Mirage 7: 99337 (Atlants) DIRTY LAUNDRY—Don Henley Good Hanley Denne Kortchest, Grac Laderen), D. Henley. D.	
54	15	15	HEART TO HEART—kenny Loggins, M. McDonald, 0. Foster, Columba 35-03377	4	9		I GO—The Clesh (pic 34 03547 (Chesh), Clesh (pic 34 03547 COME GIVE YOUR LOVE	92	25	-	Rortcherer, Asyum 7-59834 (Etetra) WINDOWS—Massing Persons (Res South, Bozze, Bozze, Capitol 5200	
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·叙	56	14	ON THE LOOSE—Sage (Rupert Hote), M. Sadler, I. Carchton, J. Galmour, S. Western Bootson, 17,73750, Grachton, I. Carchton, J. Galmour,	3 <	3 6		(Howerd Albert, Ron Mbert), J. Sembalaro, P. Creste, Atlante, 7-89916	8 8	98 5	9	NEW FRONTIER—Donald Fegen (Gary Natz), D. Fagen; Warner Bros. 729192	
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紅包	37	4 6	DER KOMM NSSAR—Atter har fere Cohn Geen, R Penetr Eper 3443559 MY KIND OF LADY—Supertramp Superframy, Peter Henderson, R Dewets, R. Hedgson, A&M 5517	₹ 9	78	. 2	BEAT II — Michael bettoon (Quincy lever), M. Jackson Eps 24-03/29 THE OTHER GUY—Line force 20/20 (From force, Luttle force 20/20)	100	93	22	("Greeks) Sears, Manit Bartle, Manit Bartle, Marcet, M. Certer. L. Gallieb, Columbir 38-9411 HEARTBREAKER—Goone Warnet. (Gerty Gob. Arets 1015) Globs, Maris 1015 Globs, Maris 1015	







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Four-Unit Arkansas Chain **Enjoying Steady Growth**

taining hardware inventories.

each manager is responsible for buy-ing prerecorded product; "We have fixed budget for them to go by. White says the chain's key to success may be close inventory control. "We just don't go crazy about anything

Slow and steady is how we've done As an example of the chain's steady gait, advertising is paced around various events. Prior to Christmas, Music Mart held a car stereo event, with the Pioneer KP 4500 marked down to \$129.95 from \$169.95. "During these special sales we'll go on two or three stations and

in the newspapers," White says Key car stereo brands include Al-Pioneer, Magnadyne, Jet Sound and Linear Power Home stereo lines are Pioneer, JVC, Technics and Cerwin Vega. The firm will deal directly with Pioneer in laser disk players and software.

"Proneer is cutthroat-priced in Dallay and the higger cities but we get our full list markup here," notes

Certron Reports Rise In Profits NIW YORK Certron Corp

manufacturers and distributors audio recording tape, cassettes and 8-track carridges showed an in-crease in profits after taxes for the first quarter ended Jan 31 Net came to \$88,000 on sales of \$6,087,000, compared to \$16,000 on sales of \$5,516,000 last year The company says the improve-

ment in operating results is related to a 10% increase in sales levels. While consumer sales are historically low during the company's first quarter. since holiday shipments are completed prior to November, this was overcome hy sales increases in Certron's industrial office products and contract manufacturing activities, the firm says

At Winter CES, Certron said it had started distributing both ca settes and flexible (floppy) disks for programming and sto rage application for mini computers

Music Mart's success "We don't floor anything. We are strictly eash with our suppliers In most of its markets, education

tenters are important Louisiana Tech and Grambling are near Rustin, Lu and Southern Arkansas is near Magnolia, with a branch near El Dorado.

The store munugers are Chuck Creed, Magnolia, Donald Griffin Rustin, John Kordsmire, El Do-rado; and J.D. Crow, Crossett Music Mart's stores are located

for the most part, some distance from the larger record/tape chains White says its biggest competition is Wall Mart. He adds that the firm is planning to branch out from the curent 65-mile radius it covers and into a larger city, but he won't reveal which one "Our competition is going to be hearing from us soon enough," he says.

RCA Opens **New Satellite** Warehouse NEW YORK- RCA Records has

established what it terms a computerized "hits" satellite warehouse entire Northeast region, the ware louse is the latest facility opened by the label as part of its new wide distribution system. The first such unit was opened in Indianapolis in 1981 The unit, located in suburhan

Fogelsville, contains 40,000 square feet of space with total computerized control of order filling and product replenishment. It's the fourth satellite operation opened by the lahel. with others located in Sun Valley Calif., Atlanta and Indianapolis The latter facility is incorporated in the grant national catalog distribu tion unit, the core of the entire computerized system Each satellite warehou

signed to provide overnight cus uct, while catalog product is serviced in a slightly extended cycle from In-diana polis

BILLBOARD 1983 B. DOMAN KOZAK

We are not looking for one-di mensional artists. We want them to he able to cross over " says Gonnell citing such diverse clients as Mary Tyler Moore, Steve Martin, Ber-

APA Expanding Its Horizons

neildette Peters, Johnny Cash and Denicce Williams, whose careers APA has helped guide from one me dium to another Cash, for example recently appeared in a made-for-tv

"We are not interested in the hard rock things," continues Gosnell, "Premiere and ATI have the jump on that kind of stuff, and rightfully so. But we feel that there is a market opening up, and we want a piece of

(Continued on page 44)



Bottom Line in New York. Joining him is Janis Seigel, who duets with Kraft on his RCA single, "You're Blue, Too."

Rock'n' Rolling The Lack Of Success Hasn't Spoiled Blotto

years since a song about a shoe sales man dreaming of getting a job as a lifeguard became a minor regional hit in the Northeast, but Blotto, the band that recorded "I Want To Be A Lifeguard," has not gone on to fame and fortune. That major deal never

Blotto is still around though It bas a new LP, "Combo Akımbo,"

on its own Blotto Records distriband, booked by ATI, it still play

the Northeast club

discouraged. For one thing, they all work for themselves. They are the principals of Blotto Industries, with each member having his own specific business role. And working four nights a week, on the average, they make enough money to keep the

We are the only ones who care about us, who know that if we don't play for two weeks, Blotto Industries, Blotto Records, and the whole enterprise folds," says Broadway Blotto, vocalist and guitarist for the band and head of creative services for Blotto Industries



Blotto surname, Vocalist/guitanst Bowtie Blotto is in charge of business affairs. Sergeant Blotto is in charge of promotional services and artwork, vocalist/bassist Cheese Blotto heads transportation services the president and secretary of Blotto Enterprises is drummer Lee Harvey

"I say things like, 'I don't hear it. send me a tape when you have some-thing new, and 'The kids can't nce to it.' Another thing I say is 'Mr Blotto is not in the office today, can you call back,' " says Lee Havey

"We have sort of stumbled into everything with Blotto along the way," says Broadway Blotto, "When we started it, we did it for fun. When we put out 'Lifeguard,' which was sort of an afterthought, we needed a name for the record company, so we (Continued on page 46)

NEW YORK Agency for the Performing Arts (APA), the hooking tency currently best known for its MOR, comedy and country acts, is moving to expand its roster with rock and black acts "In the middle '60s we were a

front-runner in that husiness," says Marty Klein, president of APA Then, in the early '70s, we phased out nock in favor of MOR and coun try. But we recently had national meetings, and we came to the decision to sluwly get back to rock and r&b. We have the manpower to do it. and our manpower is enthusiastic about doing it. But we are going tu be very selective about who we s just as we are in country and MOR "

Adds Jim Gosnell, agent and spokesman for APA "You have (the same) promoters today promoting r&b shows, rock shows, MOR shows and Broadway shows. APA talks to the Delseners, the Granats and the Belkins, and if they are buying the Manhattan Transfers and the Gatlins from us, then our policy is that we are now also going after rock acts and r&b acts that we can offer

Based in Los Angeles, with an office in New York, APA is a full service agency with divisions for film television, video, Broadway and book publishing, as well as a perappearance department sonal appearance department.

MOR acts signed to the agency in-clude Tony Bennett, Vic Damone, Peggy Lee, Liberace, Manhattan Transfer, Anne Murray, Dinah Shore, Frankie Valli, Andy Williams and Roger Williams

On the country side, the agency represents the Bellamy Brothers, Calamity Jane, Johnny, June Carter and Rosanne Cash, Larry Gathin & the Gatin Brothers Band, Riders In The Sky, and Earl Scruggs. Among its comedians are Harry Anderson, Andy Kaufman, Steve Martin and Martin Mull.

It also represents Richard Nader's Original Rock'n'Roll Speciacular, Paul Revere & the Raiders, Scals & Crofts, and Sha Na Na, and with the

Concord Pavilion Reports Record Figures For '82

CONCORD, Calif.-In its annual report to the City of Concord, the management of the 8,500-capacity Concord Pavilion indicates all-time high attendance and revenue figures for the 1982 May-October Micheloh

Season attendance of 320,407 resulted in total ticket revenue of \$2.629,820 and a surplus of \$88,000 uver operating expenditures, according to the report. This was the first time attendance had broken the 300,000 mark, with ticket revenue up

The 1982 season was the first in which the Pavilion had operated its food and beverage concessions in house, concession sales of \$147,575 were up more than \$100,000 from the previous year. Another \$50,000 net came to the Pavdion via souvenir merchandise sales handled by Hastings/Clayton/Tucker. With concession money and parking and spon-sor fees added to ticket monies, the Pavilion ended up with total gross revenues of \$3,445,896

Pavilion manager John Toffoli che the success of subscriptinn of-

1980, as the key to the record figures. Subscription sales nn seven different series were up 60.6% over 1981 and 2024 over 1980 "Subscription pro-gramming," says Toffoli, "is becom-ing the backbone of our season." Last year was the second of series sponsorship by Anheuser/Busch's Muchelob heer.

The Nederlander organization booked over 70% of the paid attrac-tions at the Pavilion in 1982, including sellouts by the Oak Ridge Boys. Kool & the Gang, Heart/John Cou-gar, Barbara Mandrell, Peter, Paul & Mary. Air Supply and Kenny Loggins Chief Nederlander bookers for the Pavilion are Allan Bregman in Los Angeles and Stan Feig in New York Two locally pron concerts with Y&T and the Tubes also sold out. Eight of the 18 highestgrossing shows in Pavilion history occurred in 1982, the report says

The report notes that while gross ticket sales have risen 22.6% over the past three seasons, Pavilion ticket prices have risen only 9.27% JACK MeDONOUGH



- . ALARAMA JANIF FRICKE-\$305.550, 24.400, \$12.50, Keith Fowler Pro motions, Charlotte (N.C.) Coliseum, two sellouis, Feb. 19

 • RETTE MIDLER—\$270.489, 15.940, \$17.75 & \$15.25. Concert Promo
- odds, Feb. 11:19
 SAMMY HAGAR, NIGHT RANGER—\$204,943, 18,438, \$11.50 & \$10.50.
 Pace Concerts, Reunion Arena, Dallas, selicut, Feb 18
 NEIL YOUNG—\$188,919, 17-910, \$12.8 \$9, Festival East, Buffalo (N Y)
- Memorial Auditorium, selloul, Feb. 17.

 AEROSMITH, PAT TRAVERS—181,750, 16,147 (16,773), \$12.50 & \$10.50.
- arch Entertainment Bureau, Brendan Bryne SAMMY HAGAR, NIGHT RANGER-\$174,918, 15,385 (17,048), \$11.75 &
- \$10.75, Pace Concerts, Summit, Houston, Feb 19 WILLIE NELSON & FAMILY—\$169.850, 13,588 (16,000), \$12.50, Feyline Presents, Neil S Blaisdell Center, Honolulu, two shows, Feb. 13 14

 • ALABAMA, JANE FRICKE—\$154,462, 12,357, \$12,50, Keith Fowler Pro-
- motions, Richmond (Va.) Coliseum, sellout, Feb. 20.

 NEIL YOUNG-\$153,156, 13,248, \$12,50 & \$10,50, Don Law Co., Provi
- dence (R.I.) Civic Center: sellout, Feb. 15
 OAK RIDGE BOYS, WILLIAMS & REE—\$147,777, 9,554 (10,800), \$20-\$12. BETTE MIDLER—\$146.690, 10.409 (11,700), \$15 & \$12.50, Cross Country
- Concerts, Hartford Crvic Center, Feb. 1B NEIL YOUNG-\$145,794, 12,404, \$12,50 & \$10,50, Don Law Co., Centrum.
- Worcester, Mass., sellout, Feb. 13

 NEIL YDUNG-\$141,883, 11,915, \$12.50 & \$10.50. Brass Ring Prods. Cobo Arena, Defroit, sellout, Feb. 19 ERIC CLAPTON, RY COODER-\$136,454, 12,042 (16,700), \$12.50. \$10 &
- PRINCE, THE TIME, VANITY "6"-\$128,568, 11,628, \$11.50 & \$10.50. Tal
- BILLY SOUIER, SAGA-\$112,399, 10,327, \$11, Contemporary Presenta
- tions Lloyd Noble Center, Univ of Okla , Norman, sellout, Feb. 16.
 BDB SEGER & THE SILVER BULLET BAND, JOHN HALL BAND—\$112,392,
 9.656, \$12 & \$10. Beach Club. Carolina Coliseum, Univ. of S. Carolina, Columbia, sellout Feb. 18. PRINCE, THE TIME, VANITY "6"—\$109,672, 9,975, \$11 50 & \$10.50, Talent Coordinators of Amer., Tallahassee (Fla.) Leon County Critic Center.
- selloul, Feb 18

 BDB SEGER & THE SILVER BULLET BAND, JOHN HALL BAND—\$108.908.
- 9.256, \$12.8 \$10. Beach Club/Cellar Door Concerts, Jacksonville (Fla.) Vet erans Memonal Coliseum, selloul, Feb. 21.

 PAT BENATAR, PREVIEW—\$108,155, 10,582, 10.50 & \$9.50, Beach Club, Jacksonville (Fla.) Veterans Memoral Coliseum, selloul, Feb. 18.
- Jacksonville (Fla.) Veterans Memorial Coliseum, selloul, Feb. 18.
 KISS, ZEBRA—5107,866, 10,421 (15,000, baskeball configuration), \$10,75, Barry Mendelson Presents, Louisiana Superdome, New Orleans,
- PAT BENATAR, PREVIEW—\$105,748,9,500 (10,949), \$12 & \$10, in house promotion. W to Univ. Column More and your Feb. 10.
- PAT BERNATAK, PRESENCE
 promotion, V. 4a. Linn Collessum, Morganitovn, Feb. 10
 808 SEGER & THE SILVER BULLET BAND, JOHN HALL BAND—\$106,070,
 9844, \$11.8 \$10. Beach Club/Cellar Door Concerts, Tallahassee (Fla)
 Leon County Crici Center, selloul, Feb. 20
- Contemporary Prods., Fox Theater, St. Louis, two sellouts, Feb. 21.

 REO SPEEDWAGON, RED RIDER \$104,137, 9,467, \$11, Schon Prods.
- Charlevoix Prods. Jenison Fieldhouse, E. Lansing, Mich., sellout, Feb. 18.
 PAT BENATAR, PREVIEW—\$99,729, 9,755, \$10.50. Silver Star Prods., Hol
- PAT BENATAR, PREVIEW—\$98.717, 9.187 (10.000). \$10.75. Silver Star
- ALABAMA, JANIE FRICKE—\$94,312, 7,545, \$12.50, Keith Fowler Promo
- tions, Asheville (N.C.) Civic Center, sellout, Feb. 18.

 CDNWAY TWITTY, RONNIE McDDWELL-\$93,070, 9,879, \$10. United
- Prods., La State Univ Assembly Center, Baton Rouge, sellout, Feb. 20.

 PHIL COLLINS—393,020, 9,314, \$10 50 & \$9.50. John Scher Presents
 (Monarch), Rochster (N Y) War Memorial, sellouf, Feb. 9.
- ERIC CLAPTON, RY COODER—\$88,918, 9.894 (19,000), \$11,50 & \$9.50.
- Concerts West, Reunion Arena, Dallas Feb. 15

 BILLY SQUIER, SAGA \$87.670, 7, 970, \$11. Contemporary Presentations Assembly Center, Tulsa, Okla, selfout, Feb. 15
- OAK RIDGE BDYS. BELLAMY BROTHERS—\$83.621, 8.672 (10.000) \$10.50 & \$8.50, Solomon Prods , Albany (Ga.) Civic Center, Feb. 19
 • AEROSMITH, PAT TRAVERS—\$82,645, 8.268 (12,000), \$10.50, Talent
- Coordinators of Amer., Baltimore Civic Center, Feb. 16.

 CONWAY TWITTY, RONNIE McDOWELL-\$79,830, 8,395, \$10, United
- BILLY SQUIER, SAGA—\$74.233, 8,036 (10,106), \$9.50, Cumberland Con
- JOAN RIVERS, SMOTHERS BROTHERS, JIM STAFFARD—\$73,031, 4,366. \$18.50, \$16 & \$13.50, Bitl Graham Presents, Warfield Theatre, San Fran
- ERIC CLAPTON, RY COODER-\$72,314, 7,252 (12,706), \$10,50 & \$8 50. produced by Concerts West, Univ. of Texas Fra
- PAT BENATAR, PREVIEW-\$71,009, 7,283, \$9 75. Silver Star Prods. Sa
- vannah (Ga.) Crivic Center, sellout, Feb. 15

 JUDAS PRIEST, HEAVEN—\$68,341,7,341 (B,003), \$10 & \$9, in house pro motion/produced by Stone City Attractions, Univ. of Texas Frank Envir Center, Austin Feb 14
- PHIL COLLINS—\$67,812,5,425 (5,729), \$12 50, Electric Factory Concerts Lehigh Univ., Bethlehem, Pa., Feb. 14 BILLY SQUIER, SAGA—\$67,100, 6,100, \$11 Pace Concerts/Randy Shellon's Stardate, Corpus Christi (Texas) Coliseum, sellout, Feb. 20.
- Copyrighted and compiled by Amusement Business, it Billboard Publications, find publication. Boxcores are compiled every Tuesday. If you wish to be your concent report please call Patisions Bates in Nashwile at 619 748 8120, Annil Daws in New York at 212.

764 7314 or Hedy Weisbart in Los Angeles at 213/273 7040

Talent & Venues

Tolent In Action

cluded their pact with Chrysains efter lour enshibt undergroupoled I Ps and their perform ance of the fact of two selfout shows was a lestament to the dedicated following they have

DHICH

GOLDEN EARRING

Critics just love in attack Rush. The Ino plays

arenas as ongosed to trendy little clubs. (In fact. They did four arena shows in the L.A. erea alone this time out) The PolyGram bend writes con

central albums and its Ave Rendon individ

aalism seems diametrically opposed to the lashionable alopian socialism of, say, thin Clash Still credit has to be riven where it's due, and

when nome sock held sway ever the nation 5 The two hous Rush performance here Feb. 17

was hardly a world shaking event, but with the

members' shorn locks, a newlound sense of hu mor, intriguing video louches, and a new em

phases on synthesizers and regize in the music.

the band is not exactly the dinosaus they ere pictured as being

Still the needsmurantly teamen cross deams to hear Alex Lifeson's guiter soles Neal Pearl's

mincate dramming and Geddy Lee's highpitched vocals and they got plenty of all three elements. However, Rush's more interesting

somes are the ones where they don't contast musical obluscation with good songwriting. "Sab

divisions," "Closes To The Heart," and "New World Man" are perhaps the best for being di-

Openers Golden Earning, another PolyGram act, plays intelligent hard rock without Rush's

that the Butch quintel can still rock with the best of them even it if has been around nearly

swirling undercarrents of r&b and dance music

ento its hard enek mix. This is best shown on tel U.S. bit "Radai Love" and the new

"Twight Zone" Lead singer Barry Ray has commanding socals and stage presence but it was drummer Cesar Zaiderwijk who stole the shi

because he expected humor into the tired clicke

JAMES BROWN

Venetian Room, Fairmont Hotel San Francisco

The Godfather and a 10 piece backup band

cranked through an hour of his famous and tiery

soul prooves here Jan 25 in a show that was cer tainly the most daring ever for this expensive

much the songs (all highly families to Brown

fans) but rather the social dynamics, as both Brown and the crowd fried to get a hix on each

ther Though the event drew a balanced black

white mix with a refreshme number of younger patrons there were also in altandance the usual

number of Venetian Room regulars, vested and

cadled business counter and success on loss who obviously had no idea what they were get ting into By the and of the program however

some of the wives - after acclimation themselves to Soul Brother No 1 careening through "Sex

Machine," "Cold Sweat" and "Papa's Gol A

Brown (who is just a bit too corpulant new to try cettime away with wearing his call to the na-

Brand New Bag"-gol looser than they prob

el jumpsuits) kept the proceedings at this f show opening night (sold out, like most of the

III shows of the live night run) to a crise boar Even though he had won the crowd by the end

neuser on the closing "Please Please Please

THE FABULOUS

THUNDERBIRDS

MCK MCDONORICH

was just a bit beliling for some in the crowd

ably had been in public in some years

and generally stard sapper club The fescinating thing about the show was not

known as the drum solo

20 years

that if it is diffically play if, no matte what it sounds like " The 40 minute set proved

and Lurum, Las Angeles Tukets 812 50

sestained despite the virtual absence of coir the strength of stupendously bough hybrid mass: (black and white pop blacs) and aggressive

(Continued on page 46)

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Bottom Line, New York Il was greinlying bal not unexpected to see ry's lending our executives atte For The Record

LOS ANGELES Myrna Smith Schilling was incorrectly identified as Carl Wilson's wife in a recent article (Billboard, Feb. 26). She is mai ried to Wilson's manager, Jerry Schrlling.

florida

BE THERE AS BILLBOARD SPOTLIGHTS "THE STATE OF EXCITEMENT"



By JACK McDONOUGH SAN FRANCISCO-This year. for the first time Bill Graham

Presents will be in charge of produc-tion for the Bay Area Music Awards (Bammy) show. The show marks its sixih anniversary Wednesday [2] at the San Francisco Civic Auditorium, which will be set up to accommodate about 6,000 for the event.

The Graham organization had previously acted only in an advisory role for the program Ken Graham (no relation to Bill), who ran the stage at the US Festival in San Bernardino last Labor Day, is point man in charge of Bammy stage pro-

All performing acts will use the same basic setup, in contrast to last year, when long delays were caused by each band setting up its own equipment BAM magazine pub lisher and awards show executive producer Dennis Erokan also notes. A lot of groups want to work with the orchestra this year." The Bammy house orchestra of 30 to 40 pieces is assembled each year by Dick Bright.

In another change, Bright will act as general MC this year, with four Lewis, Bobby McFernn and Pat Simmons-each hosting one quarter of the program. This move is like wise designed to eliminate the prob ems encountered in past years when various hosts stumbled in try ing to carry the entire show Another first this year is corporate si ship via Killian's Red heer (Coors).

Lewis's band is the only one nomi nated in both of the most important categories, best group and best album ("Picture This"), although Kihn's has the most nominations (six to Lewis' five | on the strength of four individual player nominations in addition to citations for heat I P ("Kihntinued") and hest song ("Every Love Sone").

Journey and Jefferson Starship each scored four nominations, one for best group and three for individual player, even though Journey did not release an 1.P in 1982. The Tubes received three player nomina and Bonnie Hayes & the Wild Combo were named three times as well, for best debut LP, best indie LP and best female vocalist

Others named for best group are the Grateful Dead and Romeo Void whose Deborah Ivall is also up for best female vocalist Other hest LP nominations went to Santana for "Shango," Sammy Hagar for "Standing Hampton" and Eddie Money for "No Control," Money is also nominated for best male vocalist and best song, "Shakin".

The event is a benefit for the Bay Area Music Archives, which recently moved from the Automatt Studios to two floors of permanent quarters at San Francisco State University Ticket prices are \$15, \$25 and \$50

TAKE A TIP!



PETTY PICKS-MCA/Backstreet artist Tom Petty performs at the Grand Ole Opry House in Nashville. Shown with Petty is Heartbreakers lead guitarist, Mike Campbell.

Act-ivities

cable ty talk show host. He's hosting Sid Bernstein Presents-Career Or The Line," a live half-hour show on Thursday nights at 9 p.m. oo Man-hattan Cahle Channel D Michael Abbort, formerly a vice president at MCA Records, is the executive producer. The format will mix discussion with guests and viewer call-ins A new talent showcase is also planned

Kenny Loggins is resuming his tour following a fall in Provo, Utah on Jan. 20, in which he broke two ribs. For those who have every-thing AJD Cap Co is marketing Official Rolling Stones 20th Anniversary Painter's Caps," with the

Stones logo and band members' The Neville Brothers started work last week on their debut album for Rolling Stones Records, at Studio In The Country, Bogalusa, La The album, untitled as yet, features all new material and is Keith Richards'
"project" for the label. Meanwhile.

Neville, Aaron Neville's son, is a featured vocalist on the new Rufus P, "Seal In Red."
The Go Go's' June Weidlin anears on two cuts on the uncom Sparks album ... "Johnny West," a rman film on the effects of Amer scan rock'n'roll on German youth, premieres March 1 at the Film Fo

um in New York. Signings Jefferson Starship has re-signed to RCA. It first signed to the label in 1965, when it was the McCoy Ty-Jefferson Airplane. ner to United Entertainment Com plex Ltd for agency representation

Texas Meet Studies The Festival Trade

ness as the Discover Texas Festivals Assn approached the subject in a two-day series of meetings and workshops. Some 75 people attend-ing the Texas Festivals And Events Seminar '83 congregated on the campus of Texas A&M Univ. here Feb. 7 and 8, in conjunction with the Texas Agricultural Extention Service and the Parks & Recreation Department. Registration fee was set at

As warm weather gathens proach, the newly formed DTFA or ganization bills itself as "the voice of the Texas festivals industry." Ac cording to Rod Kennedy, executive director of the Kerryille Music Festivals and chairman of DTFA, some of the organization's objectives are to advance knowledge in the areas of promotion, operation and management of festivals and events in Texas, to focus state, regional and national attention on such events: to provide a forum for the exchange of deas, and to assist members in solving their problems through cooperatime efforts to serve as catalyst in protecting member interests; to provide services and activities through membership, and to provide purchasing power through production of an annual Discover Texas Associ-"supplies and trade show DTFA membership dues are based on a sliding fee from \$75-\$300 per year, hased on total income of festi-

Consultant Gene Elliott, creator of Las Cruses, N M's "Whole En-chilada Fiesta," broke down the basics of planning, managing and evaluating such events. "Community festivals bring people together. They

APA Expands Its Horizons

· Continued from page 41

that pie. There used to be the feeling that it took a long time to develop a rock acl, but with the took that are available now, with video, things are happening a lot faster It doesn't take four or five years; you can see results, to a certain degree, almost overnight, if you are selective in what you pick.

Gosnell points out that APA once represented the Jefferson Airplane and the Doors, "so it's not the first time this company has been involved in the rock business." He says the new interest in rock is an effort by the agency, which in recent years has kept a low profile in contempo-

music, to build for the future. The agency has also recently strengthened its fairs department, with Bonnie Sugarman coming over from ICM, and it is moving to have some of its MOR artists play with symphony orchestras on various pop evenings

Like the live contemporary muusiness, the MOR personal appearance husiness has also been hit by the recession, says Gosnell, but helping out have been appearances at corporate events. "If you look at the MOR business, the Westbury Music Fair and places like that are not running the week-long shows any more The economy is hitting them as well But we've reached out and are don a lot of other things. We've had Tony Bennett and Andy Williams do a lot of symphonies, where they

do pop evenings.

COLLEGE STATION. Tex Having fun in Texas is seri Steps on "How To Fund Raise"

from consultant Robert E. Bennen of San Antonio emphasized the un portance of getting in certain doors othin the community. "Get them involved in your operation." he said Revenue control might be the big-

gest threat to festivals and events, ac-cording to Globe Ticket Company representative Steve Dixon, "Find an expert, someone on the outside, to help you," he cautioned, adding that there could be a reake at more gate "Watch the people who work for you. Will they profit frum your cash proceeds? Will they be honest? Dixon said be feels ticket control is a major source of lost revenue He listed three precautions: separate entrance and exits, strict pass control

and a fenced-in area. Other areas of focus at the semoar were developing and controlling volunteer forces, festival souvenirs for profit and name recognition, and brochure design.

Bill Smalling of Texas Sports Wear Inc., Austin, discussing T-shirts, urged "Don't skimp on your Other suggestions from artwork the novelty entrepreneur included tying in shirt design with poste "Don't necessarily stay with the same products each year." Other promotions he said can include bandanas, bumper stickers, buttons, caps, plastic cups and mugs. He said 5%-15% of a turnout will buy these

Brochure design for festivals and events has to be most effective. ressed Emory Hammett of Modern Graphic Art, St. Petersberg, Fla "People don't like to read. They like to look at pictures." Photography is the most important front end design. he said. When displayed among other attractions and literature vying for notice, he noted, "You have less than one second to get that person's attention on the rack

For Texas Festival And Events Seminar organizers, marketing a package with the right angle is the whole key, Texas A&M Associate Professor John L. Crompton said. Look at it through the consumer eye. Think in terms of benefits to sell them, not physical products. Sell your atmosphere and build around

In addition to promotional preing discounts and special incentives prizes, celebrities and widespread publicity. Crompton insisted that advertising for such events is essen ual Three percent of the operating budget should be alotted for such

	Productions Operations Hanger Sough
	Productions operations Manager The candidates of served and have had many years of engineeric and less
	the art or struct and lights stoping and offices had to be able to densign and associate of production open
	Unlike some contemporary music production makes he is she will know the value of planning and will be operation, and will have automore references dis-
	controllers and will have automated references on
	menting thou slollby to gain the respect real unit, of has stopy employees and hands, but of artist's examagement
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	appropriate the powders of our Say people to more specialist the powders of our Say people.
	Our organisation is a well-managed diversitied compa
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	all 50 employees are covered by a complete medical a entrement plan. Our mad everyony a provided with
i	Our turnels are happer and happer and are more your apply. All responses will be handled in attricted can

WRITE TODAY TO The South Committee







NIW YORK The Performing Artists Network of North America (PAN), an offshoot of Natural Acts Unlimited, is looking for member acts to be listed free in its Directory of North American Performing Art

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PAN has published club directories for Nashville, New York Los Angeles and Philadelphia, the "1983 ollege Circuit Gig Directory," and 'How To Book Your Act Future projects include a booking agency directory, the establishment

the opening of a showcase club Membership in the organization is

PAN's address is PO Box 162, Skippiick, Pa 19474. The phone number is (215) 489-4640

Billboard Survey For Week Ending 3/5/83

			-				
ı			Dance/Di	S	C	0	Top 80
	L	Reeks on Chart	stored in a retrainable system, of transmitted in a shortcody rise recording or otherwise, within TTTLE(S). Arbit. Label				
太	1	11	THRILLER-Michael Jackson-Epic (LP all miles) cods) QE38112	台	45	5	FALL IN LOVE WITH ME-Earth, Wand & Fire- Columbia (12 Inch*) AS 1570

Of New York Records (12 mch) STN5102 ALL I HEED-Sylveslet - Megatone (LP-all cuts) 59 12 13 HIP HOP, BE-BOP (DON'T STOP)—Man Parrish-tmports/12 (LP-all cuts) MP 320 LET ME GO-Neaven 17—(LP cut) Arsta AL 6606 会 50 46 34 47

ONE MONE SHOT-C Bank-Next Plateau TOO TOUGH-Angala Bolili-Arista (LP Cut) AL 9616 SHE BLINGED ME WITH SCIENCE-Thomas Dolby-49

ROCA THE BOAT-Forrest-Profile (12 mch) 7017 THAT'S 6000-Devo-(LP cut)

JEOPARDY-Greg Kihn Band-Beserbley (12 Inch) 0 LIFE IS SOMETHING SPECIAL-New York City Peach BASY GETS HIGH-Peter Brown - RCA (12 inch)

YOU ARE IM MY SYSTEM-The System-Miraga (12 KEEP THE FIRE BURNING—Gren McCrae—Atlantic (LP Cat) 80029 (12 inch*) DMD 387

YOU CAN'T RUN FROM MY LOVE-Stephanie Wills-Casablanca (12 Inch) 810 337-1 LOVE ON OUR SIDE-Thompson Twms-Ansta (LP THE RIGHT MAN, THE RIGHT MIX.—The Units-

DER KOMMISSISAR (THE COMMISSIONER) FALCO-

THAT'S WHEN WE'LL BE FREE-State Of Grace-LOOKING FOR THE PERFECT BEAT-Africa Bamba

ut Sone Force-Tommy Boy (12 BACK IN MY ARMS AGAIN-Cynthia Manley-Atlantic

DER ROMMISSAR-After The Fire-Epic (12 Inch)

OUTSTANDING-The Gap Band-Total Experience

BOOT MECHANIC - Quadrant Ste-RFC Atlantic (12 inch) 0-89902 WORK FOR LOVE-Ministry-Arista

OOH I LOVE IT-The Salsoul Orchestra-Salsoul (12 RIDE ON THE HINTTHM - Mahogany-West End (12

SHE HAS A WAY-Bobby 0-(0 Records)

(12 Inch) 0R721
THE MANDEN THEY COME—Rocker's Revenge—
Streetwag (12 Inch) SWRL2207
WONDERFUL—Risen and MBO—Atlantic (12 Inch) 0

WEEKEND-Class Action-Sleeping Bag Records (12

BUFFALO GAL'S—Malcolm McLaren And The World's Famous Supreme Tearp—Island (12 inch) 0 99950

WE CAN GO TO YOUN HOUSE/FIFTY FIFTY LOVE --Majorice Massish-RFC/Quality (LP Cut)

GOTCHA WHERE I WANT YA-Stereo Fun Inc - Moby

GOTCHA WHERE! WHAT YA-Slereo Fan Inc. - Moby Dick (12 John) STG 1532 WORK ME OFEN: WHIL FOLLOW MIM—Chadja Bary—TSB (12 mrh) TSR 827 OO IT ANY WAY YOU WANKA—Cashmere—Philly World (12 mrh) PWR 2099 LET'S GO TO RED—The Com—Trition Impertant (12 16

Inch) FICSX17 SHOOT YOUR SHOT-Devine- O' Records (12 Inch)

POISON AMROW—ABC—Mercury
(12 Inch*) MK 230
WE GOT THE LUICE—Attitudes—RFC/Atlantic (12

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Fourscane-Streetwise (12 inch) SWNI 2205 I LIRE IT LIKE THAY-Inner Life-Saltoul (12 inch)

NOW HIGH-Spences Jones-Nest Plateaa (12 Inch) YOU'VE SAIO ENOUGH-Central Line - Mercury

(12 Inch) MX 1 508 GROOVIN'-The S O S Band-Tabu (12 Inch) 429-

UNCERTAIN SWILE-The The-Sire/Warner Bros. (12 KNOCK OUT - Margre Joseph - HCRC

REACH UP-Toney Lee-R: (12 mch) ROR 12001 HIT ON YOU (Remix)-Roundtree-Ana (12 mch) 14

ELECTRIC AVENUE-Eddie Grant-Portrait (12 inch)

NOBOOT CAN BE YOU-Sleve Amington's Hall Of Fame-Atlantic (LP Cut) 80049 SEX-Berlin-Gatten (LP Out) GHS 2036 (12 mch*) 8200A

1999-Proce-Warner Bros 7 inch) 7-29896 HEAVY VIBES-Montana Sextat-Philly Sound Works (12 anch) PSW 10482

IUST GOTTA HAVE YOU-Kastel-Aresta (12 mch) SATUROAY AT MIGNIGHT-Cheap Tock-Epic (12 COME GIVE YOUR LOVE TO ME-Janel Jackson-

FEEL ME/LIVING ON THE CEILING-Biancmanga-

HEARTBEATS—Yarbrough And Peoples—Totali Experience (17 Jach) TEO 703 MELT WITH YOU LIFE IN THE GLAD HOUSE-

Modern English - Sire / Warner Bros (12 inch) ALL I NEEO IS YOU-Starshine-Prejude (12 inch) PRLD 647

PASS THE DUTCHIE-Musical Youth-MCA (12 inch)

I'VE WAITED MUCH TOO LONG-Diane Marie Prelude (12 Inch) 0 646 -I AM SOMEBOOY-Glenn Jones-RCA

BABY'S GOT ANOTHEN-Richard Jon Smith-Jule/ 100 1000

CRY NOW LAUGH LATER-Grace Jones-Island (12

THE GIRL IS FINE-Fatback Band-Spring (12 mch)

ON THE ONE FOR FUN-Dazz Band-Molows (12

15 THE BEAT GOES ON-Orbit-RFC/Quality (12 mch)

CHCH & FFFT INC. Anna-Salonal

(12 inch) (12 inch) SG 385 AND YOU KNOW THAT BE MINE TONIGHT—The Jammers—Salsoul (LP cuts) SA 8556 18

IT'S RAINING MER - The Weather Guls-Columbia (12 inch) 4403181 DOWN UNDER WHO CAN IT BE NOW-Men At

Work - Columbia (I P cuts) BRC37978 IT'S YOU-Lene Lovich-Shiff/Epic (12 mch) 49

I'M SO EXCITEO-The Pomter Sisters - Planet (12 ehi iD 133 13384 MIPPLE TO THE BOTTLE-Grace lones-Island /12

LIES/BEACH CULTURE—Thempson Twins—Arista (12

Dance Trax

45

if it already hadn't been to that point and back years ago, one might say that "disco" was the mist flexible and cross-able sound around, judging from this week's crop of releases. Case in point. Fin Tin's rollicking "Kiss Me" (Sire 12inch i, a powerful, high uptempo groove-disco-a type which is lately being produced just us ulten in the rock community as in that of traditional dance music. "Kiss Me" is a sped-up martial lock-step, but an exciting one the changes come last and lutious in the last half of the vocal and instrumental ons, mused by Francois Keyorkian.

Black Gold's "C'Mon, Stop" (Prelude 12-inch) is also heavy-duty break ma-terial, co-written and produced by Doi Cissale, along with synthesizer wizard John Robie and viscalist Arlene Gold. Both six and 10-inniuse mixes are bludgeoningly rhythmic, with long, long rifting breaks, Crazy, man
We're pleased to note a more rhythm-oriented approach in the new singles
by the Whispers and Change: "Tonight" (Solar 12-inch) has a heavy dose of

the East Coast synthesizer signatures that became all but mescapable in black music this year, and also has a tough bass pull. Change's "This Is Your Time (Atlantic/RFC 12-inch promo) also has a much harder attack than their most More singles. Fingi Thornton, studio vocalist with Change, Chic and nu-

merous others, makes quite an auspicious solo debut with "Beverly" (RCA 12-inch), combining a hot, space track with charming allusions to the girl's-name love songs of the '60s Imagination', "Changes" (MCA 12-inch) gets the henefit in its US telease of a heady, probing new mix by Larry Levan; inexpl-scably, he is uncredited on the label Steve Shelto's "Don't You Give Your Love Away" (Sam 12-inch) softens

Steve Sheldos, "Don't You Give Your Love Away," (Sam 12-inch) softens the steve sound with a smooth lead viscal and pretty keyboard work—it start popping in a series of concluding breaks. Shep Petithene mixed Infinity and Grandiniser D.S.T.'s, "Grandiniser," (Celluloud 12-inch) hits a harder, drier groove than just about any rap since "The Message". Material co-produced, th the group Contrastingly, the Sugar Hill Gang's "The Word Is Out" (Sugar Hill 12-inch) has more pop hooks, befitting their mass-appeal track record, a jazzy horn and synthesizer figure centers the cut. We broke our piggy bank, so to speak, and visited our favorite import shop

recently and came back with five picks. Kajaguogon's "Too Shy" (EMI/U K.). currently a British pop hit, sports a strong mid-tempo groove. Vocals are st

ard rock, but the long mix is instrumental up to the last third. David Juseph's You Can't Hide (Your Love From Me)" (Island/U K.) suggests the soft popsoul of Linx, and finishes strongly with subtle, unobtrusive effects Cargn's 'Holding On For Love" (no label listed!) is another candidate for U.S. radio, for fany of the sophisticated jazz-funk rhythm ballads of Shakatak or Grover Washington The flip is an honest-to-God instrumental interpretation, with Bananarama's "Na Na Hey Hey Kiss Him Goodbye" (London/U.K.) is

their third cover out of five singles, and one of a fairly well-covered song, at that. One can't deny that it suits the group, though: Poly Gram will be releasing new material by them domestically soon. Bananarama and Imagination producers Tony Swain and Steve Jolley team up with Spandau Ballet on "Communication" (Chrysulis/U.K.), their most accessible cut so far-sounds like a pop hit, and the club mix reworks the track satisfyingly

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DANCE MUSIC REPORT

18 Compiled by the Music Popularity Chart Deart, of Billhoard from a nationwide club servey of the most requested dance songs. "non-commercial | 2-inch Superstars are awarded to those problects demonstrating the greatest gains in audience response this week

Talent & Venues

Manager Michael Lippman Giving Video Equal Time

Such activities now Lippman in an interesting perch as far as video's future is concerned since he's negotiated from several different vantage points. He's also worked with virtually all the existing videodisk competitors as well as with the major cable/pay systems, and his verdict on the general outlook is

"There's no doubt that the mor heing made available for cable and software deals has grown tenfold since I first entered that area," he says. "The problem for musical pro-grams is that there is only a handful of artists who are visual enough to

vive in this newer medium When they can, however, Lipp man believes the right musical acts will prove to be among the biggest lures in home video, and he offers his own experience with Manchester's laser disk as proof, claiming that Pioneer's music titles by Manchester, Kenny Loggins and other acal draws are outselling theatrical features

"They're dying for software," en-thuses Lippman "The deals I can make now are twice what I made be fore in terms of advances, and where an artist royalty may bring 55 cents to \$1 on an audio recording, they're making \$3.50 on a videodisk Barry Scheryk of Pioneer and I negotiate Melissa's disk deal there, and he told me that 87 days after that title was released, he already had a check for

alties equalling the advance Even allowing for the continuing gap between program sales and profitability seen for much narrowcast fare, Lippman sees the field as fertile for artist development. He even envisions the day when musical acts can regularly break into na-tional prominence before landing a major lahel deal, a prospect already prefigured by cable airings for video 'demos" from unsigned bands.

Talent In Action

· Continued from page 42

stage shows featuring the guitar playing of Jim mie Vaughan and the singing and harmonica at tach of Kim Wilson Vaughan is certainly one of the tashest Straincaster players on the planel He doesn't move around mech, but his licks are a model of restraint and enderstatement And he looks ereal, too. Hes sweaty sequality, per chant for anlique shirts and "do" that won't quit contrast with Wilson's real for pleated

gants and a harp style remuniscent of classicists Shm Harpo and Little Welter The pair, of course, wouldn't amount to a hill staggeringly tight duo that propels the band with relentless rhythm. The set teatured the best of liber four LPs, including their latest, "T Bird Rhythm," produced by Nick Lowe, from

which they diew such tunes as "Tear It Up."
"How Do You Soelt Love." "Tell Me" and "The Over the years the Thunderbirds have criss crossed the country, playing for audiences that have grown in size and have become more ecstatic with every appearance. The acceptance of such roots-conscions groups as the Stray Cals and the Blasters has heightened the conscious-

ness of AOR programmers. Now it's time for a meior label to go to bat for a band whose impact TAVARES

has similar mass appeal

LEO SACAS

Copacabana, New York

It had been more than two years since Tavares last appeared in New York However, at ter the group's Feb 4 performance at the Coa, there was no question that Tavares is one of the best vocal groups around today, and quite adept at captivating a sophisticated urbai

The fire Taxares brothers, backed by a band show with "I Wanna Be Close To You," a bouncy shulbens tupe off of they latest RCA aftern The

tene was particularly appropriate in that i eemed to establish the groep's rapport with the audience right from the start. The \$0 min ute set was extremely smooth and well paced The sweet harmonies of the group, along with the smoothly choregraphed movements, theiled and charmed the audience

George Benson's recent hit 'Texa Your Love Around served as a showcase for the individual ients of the members, while a medley cleded such hits as "Bon't Take Away My Me "She's Gone Out," and "Heaven Must Be Missing An Angel

The group is sure to broaden its pop audience with such retreshing new tunes as the already popular A Penny For Your Thoughts"—the show's linale—and the ballad "It Hope You'll Be Very Unhappy Without Me " Tavares" latest, tunker single, "Got To Find My Way Back To You ' assured the sedience that the essence of the vocal group has not been

DARRYL BENIAMIR

Rock'n' Rolling

nd Blotto Records, let's go Blotto all the way

"Some of us were previously in a funny band, the Star Spangled

Washhoard Band, and when we started with Blotto, record com panies told us that we were fun to watch, hut as for vinyl, sorry guys, he continues. "So with Blotto, we wanted to play music that you could enjoy without clown noses and rub-ber hammers. We wanted to be as far away from the image of the other

But when we got up to play people kept telling us we were hilarious. So we threw up our hands and said, let's rock out. But the material and subject matter are generally light and satirical," he says. After our third series of rejec

tions from the record companies because we were too funny, we went through a two-week period where we consciously tried not to be funny," adds Lee Harvey Blotto "But that got so boring we just de-cided to be who we are." With its new album, Blotto is try

the for the first time to reach a na tional audience. Their signing has been part of Peter Pan's new innent in pop music. Also on the Peter Pan roster, they point out, are Commander Cody and the "Beach Girls" soundtrack

One song from the new all heavy metal parody called "Metal Head" which features Blue Oyster Cult gustarist Buck Dharma, is getting some coomicreial airplay mainstream rock stations. But the new music stations are ignoring the LP, "maybe because it doesn't have a clap track, synthesizers, and a girl who looks like she's dead," ventures Lee Harvey Blotto

Even so, things appear to be look-ing up for this Alhany, N.Y.-hased hand A Canadian distribution deal upcoming with Blue Oyster Cult.

But Blotto has been close before We feel that we are somewhat behind where we wanted to be," admits Lee Harvey Blotto, "When WNIW-I'M started playing 'Life-guard' three times a day, everybody started telling us that we had it, that we were there. When WNEW played the B-52's tape the year heare, next thing you know they had u deal and were down in the Bahamas with Brian Eno. But it didn't happen that way for us. Why 'Ldeguard' was a novelly and 'Rock Lobster' wasn't seen that way. I don't know Danceability, maybe But back then we thought This is it

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SHOOTING BULLETS—Bradford Glaimo, left, music producer for the sound-track of "Sleepawey Cemp," and Piers Plasklit, director of audio operationa to Bullet recording studio, healthilia, are interviewed by Elaine Gonick to the tr show "Entertaliament Tonight." "Sleepaway Cemp." is acheduled for gen-eral releasa later that year.

The new facility will also offer thirdtrack encoding capabilities for

videocassettes, a feature that was not

previously available at VCA/Tele

The firm's announce booth has

been reconfigured to provide greater

interaction between clients, audio

engineer and recording talent. In ad-dition, it will allow for last-minute

instrumental audio dubs, according

The company has also begun con

struction of a new full-feature, one-

inch editing suite. This new com-puter-controlled facility will feature

Dolby stereo capability, and will in-clude a Grass Valley model 300

witcher and a CMX model 340 edit-

Alshire Introduces

Cassette Duplicating

LOS ANGELES-Alshire Cus-

om Cassette Tape Duplicating has

joined Alshire's record manufac-turing facility in Burbank Alshire's Al Sherman contem-

plates an eventual 10-slave setup for

the 1,000 square foot room. Five Ce-

tec-Gauss 2400 high speed units are currently operating. Sherman esti-mates that present facilities can turn

out 8,500 cassettes at 64 to 1 and ap

proximately 5,500 at 32 to 1 in eight

hours. The new plant will have di-

rect-to-housing printing ability and

shrinkwrap that envelops the cas-

manufacturing equipment in July,

Alshire introduced its first record

ing console.

New Facility For VCA/Teletronics

NEW YORK-VCA/Teletronics is upgrading its oudio post-produc-non facilities with a new mixing console that will replace the firm's audio

According to Will Roth, vice preident/general manager of VCA/ Teletronics, the existing audio studio has been stripped to provide for the construction of the new room which is expected to be completed within the next few months. The new postproduction (scility will feature macroprocessor-controlled equipment around a Solid State Logic con-

sole, and Studer audio recorders. The new Solid State Logic console is said to incorporate a computercontrolled capability that allows chents to experiment with audio mix ratios without losing the original mix. It also bas the ability to later recreate the original mix

The new facility will also feature 24-track capability, and will offer a tape speed of 30 sps. These are said to be significant improvements over nom's 16-track and 15 ips limits According to Roth, the additional tracks will afford the firm's clients greater creative flexibility, while the optional higher tape speed will re-

New 16-Channel Digital Recorder

TOKYO-Matsushita Electric Industrial Co has unveiled the world's first 16-channel digital tape recorder using quarter-inch magnetic tape. The multichannel system is agned for professional use by broadcasting and recording com panies. The company is also propos-ing the establishment of a worldwide tandard format for professional

Matsusbita's prototype features newly-developed 16-channel thin film magnetic heads for recording and playback up to 1.98MHz at a rate of 38.4k BPI on quarter-inch magnetic tape. The head's service time is estimated at 1,000 hours.

The company is applying for 43 domestic and four overseas patents un the recorder. Matsushita claims that it has now completed a system for complete digital processing from multichannel recording to record cutting. And compared with existing multichannel digital tape recorders the firm claims, the new prototype uts tape consumption by a third to two-thirds and power consumpti-by up to 890 watts per hour.

AVT Opens New California Plant

GARDENA, Calif American Video Tape Manufacturing Co. (AVI) has begun production uf half-inch videotape in pancake format at its new manufacturing facility here. The cumpany and its affil Magnetic Tape International (MTI), are marketing their blank video and audio tape products to industrial users, cassette loaders and os merchandisers worldwide Magnetic Tape is marketing its products under the ZiMAG hrand

According to Stephen Milam, resident of AVT, the company, an affiliate of the AGRA network of manufacturing, trading, research and marketing companies, will ini-tially produce 1.8 billion linear feet of videotape annually. The firm expects to raise this production capac ity to about 10 billion linear fect when it reaches full capacity in about a year. Cassette-loading cap bilities are slated to be added around the middle of this year

AVT's chairman of the board is Ir ving Katz, a pioneer of magnetic media in the U.S. John Ethier is vice president in charge of operations He is assisted by Horst Weiler, man ager, plant engineering; Darrell Watkins, manager, process engi-neering; and Douglas Cook, manufacturing manager.

Saxon Bows Viewer/Editor

LOS ANGELES-Saxon Media Equipment Co. bas begun marketing a lightweight 16mm viewer/editor with a price tag of \$395 The unit, designated the KVS Pro Editor, was signed by David Saxon of Saxon Media and manufactured by Kalart-

Saxon has replaced the traditional picture tube with one which he describes as "much larger and brighter than in other viewers currently available." A heat-absorbing glass prevents the film/tape gate from heating up, and a polished guide rail is said to provide scratch-free handling of delicate color emulsions

Added to the unit is a quality magnetic sound head which has been mounted in-line alongside the picture. Saxon explains that this arrangement allows picture and sound to be viewed and edited in sync Optional accessories for the unit a being developed, and will include a solid-state speaker/amplifier which attaches to the system, and an optical reader for viewing cumposite re-

The editor is at present available from motion picture equipment dealers throughout the U.S



LITTLE (GANT—Sounds chimme of Cellifornie has developed this amail, implicitly ownered in million for the audiophile who wants the utilities in electronic technology." The unit, model XAZ200, with a price tag of \$300, an provide up to 20 of wints aper channel into 3 down, and neither overseasing with down. It is said to operate on a "digital awritchmode," a new concept for which a peter is pending. Deletroin is said to be very jow.



HENDRYX MIXES—RCA Records erilist None Hendrya sits in on the final mia-ing seasion of her new elbum, "None," with Michael Beinhorn, center, and Bill Lasawell of Meterial, who produced Handryx's first RCA album. "None" will be released leter this month

VIDEO PRODUCTION CENTER **Eureka Opening To The Public**

SAN CARLOS, Calif. - The Eureka Teleproduction Center here has begun offering full-service video tape production and post-production services to the general public. The facility, a division of Eureka Federal Savings, was previously used exclusively for in-house advertising and communications productions Eureka, which aims at serving oll of Northern California, is also offer-

ing multi-track audio recording, s studio/thestre, and remote video ca

According to Ken Cox, project director and fecilities manager at Eureka, the facility's video master control suite provides three-quarterinch and one-inch video recording with four Sony BVH 1100A oneinch color VTRs with slow motion; two Sony three-quarter-inch

New Editing System From Sound Trax

BURBANK, Calif.-A new digital editing system that combines an individually-manipulated random access library with a high-speed ADR and Foley recording system has been developed by Jeremy Hoenack, president of Sound Trax Studios here.

Hoenack, an Emmy Award-win ound editor, calls his new tem Mockingbird. He is in the process of marketing the unit to operators of audio and video stuaround the country

According to Hoensck, Mock-ingbird is the culmination of 10 years of research in this area. Its unctions supercede those of Sound Trax's currently used fully-computerized random access library, with more than 12,000 effects.

Hoenack states that the Sound Trax facility innovates and streamlines the production of a program, and that prior to the final sound mux. the entire sound concept may he evaluated and updated to the producer's highest expectations. He adds, "As a result, mixing becomes

sampler, faster, superior and more arding " Other services offered by Sound Trax include sound design consulta-tion, sound effects design and editing, dialog editing, fully-comput-erized, high-speed ADR, and live

action recording

digital time base correctors; and CMX-340 computerized video editing electronics. Cox adds that the facibity's master control suite houses Grey Engineering SMPTE timeand character generators, an MCI/Quantel DPE 5000 digital video effects system, and video patch panels that link master control systems to the editing suite and all uther facility rooms.

The firm's edit suite features the

CMX model 340C computer editor console, a Grass Valley model 1600 switcher, a four-track digital audio recording panel, a Thompson color corrector, a Sony model CVX 30 noise reducer/color corrector/time base corrector, and MKI/Quantel DPE 5000 video effects control panel, Chyron IV graphics generator operator terminal, ACD/Juhn Mever studio monitors, and Conrac video moniturs.

Housed separately in a video graphics suite is the Chyron IV graphics generator system and a high-resolution camera which busses black and white images to the CMX editor for coloring, manipulating and display in up to 64 colors. A Panasonic model 8200 VHS and a Sony model VO-2800 allow for three-quarter-inch VHS or Beta format dubhing from anywhere in the center. The center's camera of trol area includes two model HL-79 DA1 comers and two model SK -90 multi-core cameras. Remote equip ment includes a four wheel drive truck with on-board monitoring, a generator, a portable camera platform, two Sony one-inch and three uarter-incb VTRs, and Sony model ECM-50 microphones.

Eureka's audio recording capabilties range from voice-over applica ons to multi-channel recording and mix-duwn of vocal/instrumental sessions or live performances. Multitrack recording and mixing can be performed in either of two fullyipped studio suites.

The audio facilities in Eureka's Studio B include a Harrison 32-input console with Dolby noise reduction system, MCI two and four track recorders, Otari two- and four-track machines, four Technics model RSM-95 cassette decks, and an Otari high-speed machine for dubbing Completing the suite's equipment are Conrac and Mitsubishi large

(Continued on page 48)

MARCH 5, 1983, BILLBOARD

By ERIN MORRIS

In New York City at Greene Street Studios, tha Movies laying tracks with producers Rurt Munkacsi, Zephryn Conte and Jeseph Chrysler Mynkacs: is behind the board

Mark Ramins mixing Pulsallama for Y Rec ords at Blank Tapes. Kamins also mixing Galaxy for Island with Butch lones engineering both

John Morales and Sergio Muniphai ing Spandau Ballet for Chrysalis and Youngblood & Johnson for West End Records Randy Munifer producing a new LP for Cameron, with John Bradley at the controls At 39th Street Music, Amy Bellon finishing

his upcoming release for Cyclops with Georga Wallace and Jenmy Bralower producing Staven Guardigh is engineering the sassions

Studio Track

Record Plant with Richard Gottehrer producing and Thom Panunzio engineering James Ball is Al Engheria Sound Studios in Ravere, Mass the Daughters are culting tracks with Jimmy Miller enaduring and Howie Cook reginaering In Cocangali at QCA Recording Studies, Pure Prairin League cutting with engineer Ric Probst.
... Adman Belew producing debut album for the Racians with Gary Platt behind the board.
Heles Morr producing the Riua Wisp Big Band.

with Probst engineering in Detroil al Gnome Sound Studio, MCA artests the Automatia limishing their debut album with producers Jarry Jones and Bruce Mazarian, the two founding mambars of the group Engi neering like tracks are Wairen Woods and Naza nas . Sebastian Bach laying fracks for his de-bul album on Pal's Exacutive producers for the project are Ralph Newson and Jean Frechette.
... Smoke cutting debul tracks, with Barrett
Strong producing. Nazarian is engineering all

Al Tantus in Detroit, Lisa Rett finishing her upcoming relaase with producers Tanis Tramee-bn, Michael Talley and John Jeromin. Engineer-ing are Tramonlin and David Schreiner. . . Hiram Henry concluding later project with producer Jeromn Shell. In Dearborn Heights, Mich. al Studio A.

Bruce Michaels self-producing his latest single for Body Records Leona Scott culting new tracks for har debut album Eric Morgeson is be hand the board for both projects

In Nashwile at Emerald Sound, Johnny Lee working with producer Jimmy Rowen for Warner

Bros Ron Treat and Steve Tdisch are angi-Warner Bros artist Conway Twitty self producing upcoming album with Bowan Behind the board are Treat and Joe Bogan Boscar Willie at Sound Emponem Studios

th producer Jim Martin and angineer Rick Horton . . . Mark Sherrill producing Zella Lehr for Columbia, with Ron Reynolds and Ed Hudson behind the controls. Tony Joe White working behind the controls. Tony Joe White working with producer Reynolds for upcoming Columbia project. Engineers are Revenilds and Hudson. Ray Ridar producing Rim Smith with angineer

At Bullet Recording, Ken Barken producing 40 West with Jim Baird anginearing . Ned Jo-seph producing Patts Roberts' upcoming Word album with Baird engineering In Dallas at Dallas Sound Lah, the Planets

furshing project with producer Paul Rogers and engineer Johnny Marshall.
At Drive-In Studio in Winston-Salem, N.C.

Wham-A-Rama working in project with pro-ducer/engineer Mitch Easter, In Los Angeles at Skyline Studios, Slider

Glenn is in with producer Dan Stider and angi-neer Britt Bacon. At Spindletop Recording Studies, produce Steve Sykes working with Rick Sandler on his new project Red Zenn in with Richard Cope-

land producing The Hichelas working on up-coming album with producer Kent Washburn and engineer Stave Thorns. Little Girls at One Step Up Recording Studie linishing their falest PVC album with producers Liam Stamberg and Ed Stasium.

In Tulsa at Long Branch Studies, produ Tom Clairborne laying tracks with group Rapak. Bill Belkingo is bahind the board, with Daney Goldberg assisting

In Glendala at Montery Recording Studios, Finis Handerson working on new Motour album with producer Al McKay and engineers Ham-berts Gabica and Phil Brown. . . . Hathan Sassawer recording for Delirium with Jackson Schwartz and Brown engineering Dial M is producing itself with Schwartz for D&D Records In East Detroit, at Disc Ltd., Carl J. Vest and Samikel DeLeon are producing funk group You

Earl Size is angineering, with assistance from Editor's Note: All material for the Studio Track column should be directed to Erin Morris in Billhoard's Nashville

Jummy Lifton.

Eureka Production Opening To Public

· Continued from page 47 screen monitors; a BTX synchro-

nrzer for audio/visual synchronization on one-inch or three-quar

ter-rnch VTRs; and ACD/John Meyer studio monitors. According to Cox, Eureka's Studio B also offers scoring capabilities

with a Synclavier 64 voice digital synthesizer and computer terminal and a variety of signal processmi systems by such companies as AKG. UREI, Eventide, Allison and Kepex Eureka also features a 220-seat theatre for corporate presentations

industrial shows, concerts and plays Cox says that the theatre is equipped with a proscenium stage with a rear cyclorama, a 24-foot automatic projectron screen, stage recessed MSLI Ultra-monitors, loudspeakers by JBL, MSLI and UPA, video and theatrical computerized track lighting and purtable baffles for audio



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Although the topic was hilled as "Women In Radio," this firsttime session at the Country Ra dio Seminar drew a surprisingly strong turnout of male radio exves and programmers in ad dition to the expected female representation. Moderated by Janet Fort of WSM Nashville, he panelists included Beverlee Bleisch, p.d of KJJY Des Mornes: Boh Meyers, sales manager at WSM, and Jovee Camp

II. general manager of WABM Milton, Fla. The lively session squared oil on such topics as whether female listeners mind hearing female air. personalities: whether programing female DJs hack-to-hack causes listener tune-out, ways that women can better negotiate their entry-level salanes, and

networking for career building Bleisch observed that today's female air personalities have virtually no other role models to emulate outside of the "sultry-soiced AOR jocks of the '60s." She encouraged general managers and p.d.s to check their staon equipment for EQ levels to help control female similance problems, noting that, in many cases, "the levels have been preset for deep male voices that are in a totally different register from

Sales manager Meyers suggested that women take advantage of their skills and emp ability to negotiate higher salaries in line with nien at the same professional level. Addressing the issue of halancing a career and a family, Campbell em-phasized scheduling flexibility and the importance of proper conduct and attire on the job, adding that, in her opinion, "90% of the women cause their own problems with male come-ons in business by their conduct, dress

and attitude " The hour-long panel ended with 20-minute question and answer session that sparked energetic discussion

The 'Emperor' Holds Court

Hudson Assails State Of AM In Keynote Speech

try Radio Seminar und spoke of bud tidings in the radio kingdom. lack of originality. a dearth of personality, and too many people willing to take ton few

Veteran Los Angeles radio per-



KEYNOTE SPEAKER-Bob "Em peror" Hudson delivers the opening

onality Boh "Emperor" Hudson had the attendees re lling with laugh ter at his keynote address when they weren't soberly contemplating his charges about the present state of ra-

Referring primarily to AM radio. Hudson said. "When we were kids, we played follow the leader. Top 40 hires mostly kids to run it, so that's

their policy-follow the leader." Describing the Los Angeles mar ket as made up of "75 stations- and 65 of them are tied for 11th with a 1.3," Hudson remarked, "In order to survive not to grow, but just to survive-they're going to have to do something different, and they're going to have to keep doing something different because of the nature of the

AM will never be able to beat FM on an audio quality level, said Hudson, and therefore AM's only chance is to compete on a music level and to become more invulved on a one-toone basis with its audience. He said that radio has gotten too slick, too

learn from the Grand Ole Opry The music is great, but it's not slick It's people entertaining people, in front of people, around people, for

people And the people go hack to herever they came from, and they talk about it. It's an experience. Stations must be different and take chances. Hudson urged, recall-Radio Moscow on all of his stations for a week. "He caused more radio

talk in one week than modern con sultants cause in a lifetime. Of course, modern consultants die when they're 29 Hudson related a story about a recent visit to a Los Angeles record store and asking about what's selling. "Don't be sarcastic." the clerk

cassette and said, "Here's what's Hudson entirezed stations that promote the fact that they will be

playing a new album in its entirety (Continued on page 55)

Ad Sales Sessions Offer Tips On Dollars & Sense

Increasing sales to generate more advertising dollars was the subject of eral panels during the Country Radio Seminar Two of the most in-formative were "Small Markets Bill-ing Big Bucks," moderated by Lee Masters, WAVG-AM Louisville, and "Rates Today For A Better To-morrow," moderated by Bob Back-man of KWEN-FM Tulsa.

At the small markets sessit Bell of KDFT/KLCR-FM Center Tex. disclosed that his stations billed out promotions and giveaways. They stayed strictly with sales "We give our salespeople goals." Bell and. "You get what you expect You

In January, which is usually the station's slowest month, Bell said he set records by increasing each salesperson's base by 20%. He then wrote a personal letter to the salesperson's spouse with a copy of a check be had already made out for the \$200 bonus that would be re ceived when the goal was met. The salesperson, therefore, received in centive, not only from the station, but from home as well.

Dave Shepherd of KRES-AM Moberly, Mo. said his stations bill big hy aggressively going after a client's budget. "When we talk to our clients, we ask for the total ad-vertising budget," Shepherd said We, in effect, become his advertis ing agency. He looks to us for ideas We lead our pitch with how we can make money. Shepherd added that the retailer thinks he gets results from the newspaper because it is tangible-"He can get his hands on

Larry Steckline of KWLS-AM Pratt. Kan said that country music shows have been successful in in creasing his station's revenue. Two in nearby Colby drew more than 6,000 people, more than the town's population. In some cases, he said, advertising covered the cost of the shows, allowing the station to offer free entertainment. (Continued on page 51)

Sound Advice From Chuck Blore Adman Shares Ideas On Promotion In Keynote Talk

Chuck Blore came to the Country Radio Seminar with praise for cour try radso and advice on ways for raand to the potential of tv advertising

Keynoting the Saturday session Blore, a partner in Chuck Blore & Don Richman Inc., specialists in broadcast advertising, praised the emotion of country music "and how it could, and should, permeate every aspect of every country music station The real uttraction of country stations is the emotion and honesty of the music

One of our most potent and yet least used programming tools is the irresistible appeal of emotional com-munication, which, unhappily, for the most part stops when the record stops, and doesn't begin again until the next record starts," said Blore, who spiced his presentation with an audio/visual history of advertising and samples of effective radio adand ty promos for radio stations. "People in radio don's use the sool of sound enough," he continued

T've been out of radio for over 20 years, hasically in broadcast adver-

tising And it's not a particularly attractive commentary when people in advertising use the radio medium better than a lot of people in the ra-

Radio is more than words and music, Blore reminded the audience. You need to start making your station work for you, rather than al-



BLORE BROADCASTS-Broadcast advertising executive Chuck Blore ing his Saturday morning keynote speech.

ways the other way around " Blore said that one of the most re-

warding aspects of doing unusual things on the air is the feedback and approval from the audience "word of mouth advertising He then unveiled a rather startling fact for most in the audience, ra

has become the No. 1 local adver-tiser on tv. "A provocative, memorable and intrusive to ad can quickly get masses of people to sample your station," he claimed However, he cautioned, "If they try it and it's not what the spot promised, it's incred-ibly difficult to convince them to try it a second time. You have 30 sec onds to live-to challenge, promote and seduce an audience The best to ad can only lure po-

tential listeners to try the station, Blore continued, and the resultant ratings are up to the programming "A had or cheap-looking spot will make the audience feel your station is had or shoddy, just as surely as a high quality ad will make the au dience feel that yours is a high quality radio station (Continued on page 50)

AMers & FMers Agree—But Not About Everything "It doesn't sound professional," he Coleman said that three-in-a-row to providing a superior information

mity among the panelists discussing the future of AM and FM radio at the Country Radio Seminar, it was that market conditions and not formulas must ultimately dictate a tion's programming Beyond this the proponents of each division adopted the predictably bullish attilude that their future was brighter than that of the other AMers trumpeted their "full-serv

ice" flexibility, while FMers pointed to the enduring appeal of their "more music" approach—conceding. popular of late was not an inviolable approach to audience-

Rob Baxter of WMAY Spring Coverage of the Country Radio Seminar was compiled by Kip Kirby, Ed Morris, Gerry Wood, Rose Clapton and Kaly Bee. his AM station a market leader were better people, better promotions and better news, weather, sports and farm reports. Specifically, he explained, he published a hundbook to familiarize employees with the sta-tion operations, hired salespeople for their ad selling rather than copy writing abilities, met weekly with sales staff, both as a group and individually; sought clients who were willing to dis special promotions: and increased contact with commu nity groups to tell them bow they could better promote themselves in

Gary Havens, p.d of WIRE In ianapolis, recited a "check list of vital signs" hy which an AM station's health may be judged and treatment applied. Does the station, he asked. offer a product unique in its market. have a loyal core of listeners, have q-air personalities who contribute to the programming and relate well service, work to be an integral part of the comptunity, allocate enough money for promotions to keep name prominent, deliver results for advertisers, research listener opin ions, and keep its staff informed of the direction it's taking

Jack Armstrong of WCII Lou ville noted that a station should always build on its existing strengths He reported that one of his station' chief ones is Louisville legend and morning air personality Bill Bailey Ingenuity has to play a part, too, he added, citing a situation in which his station stole the thunder from a competing FM station that was co-promoting a Willie Nelson concert hy hinng a plane to fly over the concern ena with a sign that said "WCII Welcomes Willie Nelson" When other stations put up their own helicopters to do traffic reports, WCII

called on the county police depart-

concluded. "but it sounds authorstative. And we sold it like crazy Lamenting that "a lot of the fun has been taken out of our business

Gerry Cugle of top 40 station KFRC San Francisco said the key to AM's success is "our ability to pro gram it" He indicated that it took little talent to program a more-music formal, hut added "If you're an AM

The FM panel was subtitled "Is There Lile After Three-In-A-Row?" and to no one's surprise, the participants reassured each other that there is. In fact, Jon Coleman of Audience Analysts, Dallas, pro claimed that if the defenders of three-in-a-row airplay were lessen ing their allegiance, it wasn't be cause listeners didn't like it but be cause station managers and program directors are bored by it "Usteners are saying. 'Leave it alone

as a stated concept in country music dates back to 1980, when it was in troduced and promoted in Dallas. It has continued to work, he argued because listeners see it as a strong positioning statement for stations to

"I sumtise there's a lot more to country radio than just music. FM or AM." observed Barry Mardit of www.FM Detroit. "Three-in-arow may be winning now, and that may he a reason for doing it now But will it be a reason to do it later?

Pat Martin of WBCS-FM Milwaukee contended that FM stations can rope in listeners with "lots of personality" and frequent mentions of community leaders. He said that one promotion involved an air personality simply reading husiness early he had solicited. It drew about 15.000 cards, Martin estimated

JULIA REOLE Quiet Playlist Battle Rages Hallam, Oatman Spar During 'Great Debate'

It was billed as a "great dehate," but mostly it was a lukewarm taking of sides on the question of whether playlists should be tight or loose The most passiunate partisans at this ession were Dene Hallam, who beat the drum for capitalism, and Mike Oatman, who stood up for artist de velopment. The remaining-and less doctrinaire-debaters found peace in the wholly pragmatic conclusion that a station should do what works, regardless of play length.

Hallam, who was recently named pd. of WKHK New York, scoffed at the notion that long playlists help artists-or, indeed, that that is a profit-oriented station's concern. you have 70, 80 or 90 records," he asked, "how often are you going to hear an artist or a record?" He also took a swipe at paper adds, assert-ing, "Adding a record on a piece of paper won't help an artist

He told programmers, "You can afford to take chances (with play-lists) in small markets." And he added that in large markets, "you sell by Arbitron; in small markets,

you sell more by relationships. In New York, L.A and Chicago, they really look at the numbers Concluded Hallani, "What's hap

pening now is that the small markets are looking toward the large markets (for programming direction). And I think that's bad."

Oatman, general manager of Great Empire Broadcasting, won-dered aloud if a short playlist didn't also say that "a station is short in other things-like courtesy to the artisl and to promotion people." He re-ealled the young artist who called once from a phone booth near the highway asking to stop by the station and have it play his new record. He was told he could-so the station gave the record a tryout, liked it and added it to the playlist, even though it was on an unheard-of label by an unheard-of artist. The record was "All My Friends Are Gonna Be

Strangers," Oatman related, and the young hopeful was Merle Haggard "I don't know why we should put an arbitrary limit on how many rec-"Oatman continued. "I like to think of the playlist as a cata-

log. Too much renetition of a hot record burns an audience out " Outman earned a prolonged cheer from the crowd when he contended, "I think we need to build new legends in our business."

Hallam remained unimpressed by Oatman's Haggard narrative, asking how many "turkeys" one would have to listen to before coming across another Haggard.

Lon Helton of KHJ Los Angeles spoke on behalf of long playlists making the proviso, though, that he preferred to call them "open" playlists. He said that he wasn't interested in breaking new artists, and that he adds "new stuff as buffers for the current rotation" instead of using oldies which may have, themselves, burned out

Citing statistics from a phone vey he had taken among p.d.s, Dan O'Toole of Capitol Broadcasting Corp. said that most of bis 61 re spondents favored long playlists, but that most of the stations in the top 50 markets bave short lists. "In a competitive situation," he pointed out, there's less room for error "



Jerry Reed, Waylon Jerminga, Brends Lee, Sylvia and Jessi Cott

New Ideas On Automation Are Examined By Panel

Automation has come a lone way as evidenced by the panel "Auto mation And The Syndicated Services." Its equipment bas become more sophisticated, and so has the thinking behind it, according to Geoff Harvey of KHWK Kenne-

Live-assist programming, as op-nosed to syndicated services, affords tremendous efficiency, flexibility for changes, and jocks who are locally oriented," Harvey stated. "You can't get that with a service." Disadvantages he cited included the same dilemma that automated stations al-ways face "You can't give exact time or temperature checks. And requests are next to impossible." He cautioned. "Don't let your automa-tion turn into a jukebox. Be creative," adding. "It doesn't matter that you are automated, as long as they like what they hear

In choosing the automated programming for a station, Mark Ediger of KJKC Junction City, Kan. of fered, "Strive to sound live. Utilize personalized cards to plug into each daily situation." He said stations should be dedicated to making the system sound the way they want it

Susan Carson of KFMR-FM Stockton, said she finds the Drake-Chenault syndication service cuts

costs for her automated station. "We can't compete with hiring talent" to combat nearby KRAK Sacramento, she said. Instead, the station concentrates on heavy promotion around the immediate community. Because of recent rulings by the FCC KFMR is not required to monitor its system 24 bours a day. "This is a real cost-cutting factor," emphasized Carson. "Only regular office hours are kept, while a security system does the monitoring" after business

As stations contemplate the automation/syndication services now available, Jeff Frank of WXKW Allentown, Pa. suggests, "Extensive research on changes from automa-tion to live-assist" should be studied. 'Don't abandon your established

Sound Advice From Blore

· Continued from page 49

Answering a question posed by an attendee who remarked that the radio ad and tv spots shown were ef fective but too expensive for small market stations, Blore stated, "Small budgets and small markets simply have to equal big ideas. If the idea is strong enough. it can be done. It'll work Ideas don't cost anything.

EXPERTS OFFER IMAGE ADVICE

Panels Probe Promotional Ploys the community and determining a

distinctive station image are both considered promotional musts for country radio stations. Two weekend seminar sessions, "Strategic Im-age Marketing For Your Station" and "Capitalizing on Major Events In Your Area," honed in on ways to project a station to the nght target In radio promotions, "Marketing

is not what you do at Kroger. quipped broadcasting consultant John Lund. Walt Disney's creed for marketing was "Find out what people want, then you give it to them," Lund said.

Three underlying factors build up to the overall importance of promo-tion, according to Lund First of all, he said, "Identify your audience tar-get"-get to know more about your on's image by brainstorming and focus on that segment. Secondly, he urged broadcasters to plan programming for that special audience: "Pay close attention to aspects of music, news, air talent, com-mercials." From this direction, he said, a station can better position it-self in the marketplace "Plan a narrow attack, rather than an overall, broad attack," Lund advised.

These components set the stage for a strong promotional thrust. It is the one important direction a station can control, over already established programming formats and technical ndaries, Lund explained to the nacked room

an area, Cheryl Ballard of WSUN St. Petersburg stressed the impor tance of knowing local newspaper colleagues "Press reporters should omed to work with you in the media throughout the year, not just during an event," she said. This relationship in St Petersburg has helped WSUN to carry off its successful "Christmas Cash For Kids" project, which Ballard said raised \$72,000 in 72 hours through a mass-media sponsored community pledge drive Songwriter/spokesman Ed Bruce said that cowboys, truck drivers, sing

ers and DJs can identify all with the lifestyle of "The Great American Cow boy." To this end, the organization called the Pro Rodeo Network bring listeners views, values and Western heritage Their newsletters, updates, national rodeo standings, interviews and a 24-hour hotline can tie in with country radio programming, according to Dave Baldridge of the Profes ssonal Rodeo Cowboy Association in Colorado Springs. "We're just a phone call away," he said, noting that the Pro Rodeo Network provides custom sports radio program-ming, "It's a goldmine that needs to be tapped," said Jerry Schafer of KKBC-FM Carson City, Nev.

Programmers Sound Out Three Nashville Producers

The panel titled "Making Your Own Music-The Hot Country Hits' led to some give and take with three or Nashville producers that could eventually prove beneficial

for both producers and program mers. Moderated by Joel Raah of WHK Cleveland, the panel starred Jimmy Bowen of Warner Bros. Records, Jim Ed Norman of JEN Pro-



RODUCER'S PANEL—Record producers Tom Collins, Jim Ed Norman and ny Bowen talk about how they cut records during a seminar panel.

ductions and Tom Collins of Tom Collins Music "The vehicle for selling is the

Marketing an image to the exact

(Continued on page 55)

song," remarked Collins, adding, "the primary aspect in developing an artist is to make sure they have the right piece of material."

When the session was opened for questions, they came flying fast and furious "Why do records fade" asked Barry Mardii of WWWW Detrust. Answered Bowen, treading the fine line between humor and reality 'We fade records because we don't have the goddamn time to figure out how to end one."

Added Norman, "A fade is one of God's gifts to technology. It leaves you with a degree of excitement that coming to the end of the record 1 couldn't create, no matter how much time I spent Some records have an intensity and momentum that only a fade accomplishes."

Don't stop fading the ending, for

God's sake," a Texas broadcaster pleaded. He mentioned that a 2:40 record can become a 2:30 record, if necessary, as the air personality hurries the fade along, going into the

Instrumental intros also came un der consideration, with Norman asking, "After I make this great introwhy the hell do you talk over it?" An important answer came back from the floor: Talking over an intro can scourage listeners from recording a song and damaging record sales

Is Nashville becoming an assem hly line, producing similar-sounding hits because the same musicians are constantly used? "The criticism is fair to some extent," admitted Nor man, "because you tend to use the same people over and over again. But he feels the problem will be avoided in the future as more young

musicians are drawn to Nashville "I can't define the Nashville. Sound now-and, a few years upo. I could," said Collins, "It's becoming

mass appeal." Radio's role in the future of the record husiness, especially in relation to the growing importance of television, came up for discussion when Jay Albright of Drake-Chenault asked if video would replace radio as the centerpiece for marketing in the next five to 10 years. Bowen said he felt that radio's nportance would not be lessened in the next five years, but that video would become much more important for the record companies in the late '80s and early '90s "Radio won't shrink or fade away because of its mobility, but video will come in and

become another important outlet for

Is the final mix made for radio or Is the final mix made for rearrown for consumers? "I'm guilty of always making records for the radio," said Norman. "If I don't get it played, I won't get at beard is the point where someone will huy it."

Broadcasters Speak Out We are not in the radio business. The business we are in is the adv tising business, and that's the only business any radio station should be

Dave Shepherd

KRES Moberly, Mo. "Cable, if you haven't noticed, has been taking some very good people from the radio business. One of the most successful cable ven-tures of the past few years, MTV, is the product of radio people. Real

> Dick Ferguson Kasz Broadcasting

"Most of the time when a station loses an audience, it goes to 'off' a to another radio station.

good radio people who aren't in radio anymore."

Rip Ridgeway Arbitron

"A consultant is someone who knows how to make love 350 ways, but doesn't have a girlinend."

George C. Josephim WMNR Marion, Obio

"If you want to really punish yourself, get in a car and make a fiveday trip across the country You'll find very little uniqueness (in radio) Ron Norwood

"If you want to find really interesting radio, go into the small mar

Lund Consultants.

"It's a crime for (your) station to drop a record if it's still working for

KLZ Denver

"The newspaper is dying- and radio needs to take over that market George C. Joachim WMNR Marion, Ohio

"We get engaged in intramurals like country vs. country, AC vs. country, AM vs. FM, yet we are all competing for a pygmy share of total advertising dollars. What you should be doing is selling radio first. country radio second, and your station third Jhan Hiber

Hiber & Hart

"Know thy target."

John Lund Lund Consultants

A deck has 52 cards, which reminds me I've had 52 radio jubs. There are four aces in the deck, which reminds me that ratings are taken four times each year and that's why I've bad 52 different jobs."

Bob "Emperor" Hudson Keynote address

Sales Strategies Examined At 'Marketizing' Session

People are more interested than dollars spent in today's tight economy, according to panelists in the session called "Marketizing-Your Key To Increased Sales Revenue. rated by Jerdan Butlard of WZZK Birmingham. As a result, any product or service that saves money is now a prime target for ra-

Gars Drenik of the Radio Advertising Bureau emphasized that radio clones" and "break out of the mold in looking for new markets created hy changing lifestyles. Off-price merchandise and deep-discount stores, as well as do-it-yourself cen ters and maintenance shops, are among the fastest growing busi-nesses in the market. Drenik said, as is the computer industry. Health spas, diet centers, and jogging clothiers are continuing to expand, as are energy-saving devices such as kero-

sene heaters and fans, which reduce

electric bills in the winter and sum-

The symillion working women in

Drenik pointed out. As a result, 33% of condominums are being sold to women, a market which never be

Hospitals are presently marketing services directly to consumers, said Drenik, noting that "20% of the hospitals may not be around by the 1990s "In the area of services, health care centers are the second largest industry in the country today, n to agriculture, he said. They are beginning to advertise heavily for such community-oriented services as alcobolism rehabilitation and person-

Drenik played tapes of several adverusements as examples of new markets included were ads from a doctor, attorney, and rubbish haul-"People want on radio stations be-

cause it will do something for them," he said. "You have to show them what it will do." Susan Smith of Sealy, who talked

on "How We Can Better Serve Re tailers," said she was concerned over the large number of retailers she has

Research Put In Perspective

Panelists Warn Against Expecting Too Much From It

Research should not be viewed as universal panacea for assuaging slipping demographics and curin faltering ratings, panelists advised in a session fitled "Research For Music, Marketing and Making Money "The panel, moderated by Lon Helton of KHJ Los Angeles, featured Rob Balon of Rob F. Balon Associates, Carl Cramer of Cramer Communications and Jim

Tice of WCOS Columbia, S.C. Balon cautioned against inter preting statistical research as the in-violable solution to a station's problems, "The problem with research is that the wrong kind can be totally misleading," he noted. "Research should be fact-finding by nature,

but the information gained must be put into context individually." Balon remarked that the radio industry has traditionally lagged behind other industries, most notably re-

tailing, which spends considerable budget dollars annually for in-depth evaluation and market research "Research fills in the gaps where you need specific information to better should give you the ability to see how your station is realistically perceived by your listeners-which may be quite a bit different from the way you think they're perceiving your

Balon used slides to illustrate what be jokingly termed "the mythi-cal perfect Arbitron listener," showing her filling out her diary every 15 minutes, even while driving a car or dining in a restaurant. And he pointed out that in many cases, there is a surprisingly high lack of awareness by listeners about individual ra-dio stations. Balon described one "street-corner traffic survey" his firm experimented with, in which drivers were stopped and queried about the call letters of the they were listening to at that monamed a different station from the one they actually had tuned in.

Cramer emphasized that statist ically valid research will deal with perceptions, attitudes, opinions and views rather than realities, hecause listeners' perceptions often vary dramatically from reality." He cautioned against abusing the value of focus groups, which by design are not complete or valid entities in

"What you should be looking for from your research firms and consultants is input, not control," Cramer observed. "They should constantly be feeding back information about your market and helping you second-guess the competition

WIDE RANGE OF TOPICS COVERED 640 Attend 14th Annual Meet

sions dealt with management, engineering, automation and syndication, staffing, consultants, ratings,

contests, sales strategies and ways to compete in major-market combat. However, small markets weren't gnored. There were early-bird agribusiness sessions, as well as concurrent late-night rap rooms for

troubleshooting specific sales and programming problems The Country Music Assn. hosted a luncheon for seminar attendees on Friday. Exhibitors kept their suites open in the evening, and a number of convention registrants also at-tended the WORST (World's Oldest Rock Stars Together) Show at the nearby Nashville Palace Fraday night, sponsored by NARAS and the Country Promotion Assn The traditional New Faces Show banquet closed out the festivities

If the sessions were, for the most part, uncontroversial, they were reflective of the strides country radio bas taken in growth and sophistication over the past several years The tone of the conclave was optimistic, with speakers and panelists chosen from all facets of the broadsting field.

Among those who participated at the seminar were Bob Kingsley of "American Country Countdown": Prof. Robert F Schwarz of Purdue

Analysts; John Boden of Blair Ra-George Pine of McGavi Guild; Susan Dingethal and Rip Ridgeway of Arbitron: Yvonne M. Grewe of Team Associates: Jhan Hiber of Hiber & Hart, Eric Small of Modulation Sciences; Dale Pon of Dale Pon & Partners: and Tullos Wells of Manitzas, Harris & Padgett,

Charlie Cook of KLAC Los Angeles was elected agenda chairman for the 1984 Country Radio Semiof the Organization Of Country Radio Broadcasters were Roy Wunsch

and Joe Casey of CBS Records Nashville; Bob Heatherly of RCA. Mike Oatman of Great Empi deasting: and Bill Sherard of WPKO

Tapes of individual seminar sessions may be ordered for \$3 95 each from Clyde Beavers, Beaver Studios, 133 Walton Ferry Rd . Hendersonville. Tenn 37075

Ad Sales Sessions Offer Tips On Dollars & Sense

Steckline said that his station opts for such shows about five times a year rather than giving prizes for promotion. "A good sales depart-

ment is what makes it work," he said You've got to have one."

In the "Rates Today For a Better Tomorrow" session, John Fouts of the Christal Co. in Detroit gave the pros and cons of rate cards. A good

rate card, he said, is easy to read, allows flexibility, generates immediate action, and provides direct response to supply and demand

Panelist George Joachim of WMNR-AM Marion, Ohio com plained that radio rates in small

rate structures need to be adapted to local situations." As an example Joachim noted that his AM station's average order was \$288 monthly and the FMer's was \$450, compared to \$2,600 per month for newspaper advertising. "It costs the retailer \$650

for one full page ad, one time, for one day," Joachim noted. The major factors involved in set ting rates, Joachim said, are market tradition and perspectives and the newspaper rates. "Ask yourself where you would like to see rates be," Joachim challenged. "Does

your station have enough credibility to influence rates?"



WELCOMING RECEPTION-Epic recording artists and staffers get togethe at a welcoming reception of the aeminar apported by the Organization of Country Broadcasters, Shown from left are Johnny Rodriquez, Marcia Bervy, Craig Appelquist, weatern country marketing manager, Ronnie McDowell, Don Kamerer, Billboard'a country chart coordinator, Bicky Staggs; Joo Stampier, and Rich Schwan, EP/A hatforal grownollon missessing the Country of the Coordinator, Ricky and Country chart of the Country chart of

Engineers Get Some Respect From Panel

"If your chief engineer isn't your best friend," moderator Lon Helton told an audience of DJs and p.d.s. you'd hetter make him it real fast. It nothing else, he may talk your general manager out of going auto-mated" Helton, of KHJ Los Angeles, conducted the session Engineering (In English) For Proat WSIX-FM Nashville, and Eric Small, head of Modulation Sciences Brooklyn, were the featured speak Arguing for hetter communi-

cations between programmers and engineers. Hairston asserted, "Too many times this individual is only

Billboard Hot Country Singles

SEE SEE SEE 10 30 80 80 B MALE OF STREET I STILL LOVE YOU
IN THE SAME OL' WAY -- Non Bardy (R. Balen
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1 Page 10, Music City, ASCAP Epic 34 83505 SHINE DN (Shine All Your 43 JOSE CUERVO-Shelly West IS Corrett, S Dorts C feedon. Earn Lettering College, RSCAP, Marrer/Vino 7 29/76 49 13 EVERYTHING'S BEAUTIFUL (In It's 48 IF THAT'S WHAT YOU'RE 82 76 AIN'T NO TRICK (II Tabes Magic)-tee Cro 5 Pages 1 Nort House of Gold 1981, MCA 52150 13 50 IF YOU'RE GOMMA DO ME WRONG (OO IT RIGHT)—Yers Goden (8 Mero) Y Gosder, M Barney, Nookr-Blee Lake BMI, Compleal 182 (Polgyum) 12 侞 19 NI LITZ S'EMITORAS GEORGIA—The Coulters (Not Listed)

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WHAT SHE OON'T ROOM
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Nashville Scene

By KIP KIRBY

personalities and promotion people are Irus Or up it looked at the annual W.O.R.S.I.

Stars Together The night of crazmess took place this year at the Nashwille Palace, right across the highway from the Opryland Hotel so it could draw a strong turnout from the nearby Country Radio Semina bosted by NARAS and the Country Pro.

money for the Bill tustis Memorial Scholarship

of the W.O.R.5.1 Show and a highlight of past years was that moment when Justis not onto the class frames askance, and became blowing the opening notes to his big kill, "Raunchy"

tusts' lellow WOR5T groud with a night of my sic that may observely by was to match

Where else, for an tives watch a sheepish Jimmy Bowen (senior With You " in his best "Beboo & Lula" style? O. hear Bruce Channel, now a sengwriter with Don Gant Enterprises, do on excellent re rendition of his "Hey, Boby" - and get such response he had to do it all the way through again? There was Buzz "Gary Miles" Cason No

Wilson ... Gene Kennedy ... Steve Alsona (with a making tribute to the late Bell tustis) and the hd of the evening. Gone Hughes, who doubted as MC and lead vocalest Hughes a former member of the Casinos turned cauntry promotion man showed that time hasn't dimmed his vocal power, even on his biggest hit

'Thea You Can Tell Me Goodkye

ing the rifts and rolls, new audience members began appearing bohind different instrument And suddenly, the online stage was filled with promotion men who showed that plugging sec ords isn't all they know how to do Al one po the band charning out the rock consisted of Bobby Young on electric guilar Mike Borchetta's son Scott on bass, Beau James on drums Jim Sales of 8MI on custar Bill Wonce of keyboards and Bob Saporeti on vocats Drums won hands down as promotion people's bivorite instrument, too Tames was replaced by RCA's

with Wenner Bros in Atlanta

evening as well. Al Hamilton of REBC Oklahomi City turned up behind the drums, as did Main Carts of WIL 5t Louis And WIL's lovely music director Hancy Crocker showed her singing shife at the puno on John Prine's "Angel From Mont

radio staffers) is the audience, stread to get up on stage? Perhaps But it they're out there, no doubt next year's W.D.R.S.T. Show will bring them into the spotlight-because by 1 a m , who

NASHVILLE There were 11 acts at this year's New Faces Show. but when the night was over, only

a handful had carned the kind of response the evening is usually fa-The show itself was smooth nicely paced, well rehearsed. For once even the usually-halky sound system behaved profes

wonally and could be clearly heard throughout the Opryland Hotel ballroom, where more than 1,000 guests assembled for the closing festivines of the seminar But there was significantly hitle magic during the three-hour enter-

tunment portion of the banquet The favorites who scored were obvious judging from the applause. Keith Siegall, Karen Brooks, the Whites. Though other acts performed competently to varying degrees of audience response, they omehow failed to capture the crowd's overall enthusiasm

Acts on the show, as usual, were allowed to do two songs in a time frame no longer than 10 minutes

used to spend more minutes on stage by dazzling the audience with a lengthy medley of his own hits recorded by other artists, in addition to a solo number. Most of the new faces, however, performed only their current single and one

Four-piece female group Chantilly, James and Michael Younger and Karen Taylor-Good (who to announce her pregnancy) seemed to draw good reactions, as did Tom Carlile after a rather showy version of "He Gave Me A Mountain" a bit for the late Marts Robbins Cindy Hurt was the most

visual of the young performers. with a sensual stage prance that

unfortunately never quite ignited her weeds in either cone The Whites provided the only traditional country" flavor to the night, which was otherwise predomantly pop in tone and matenal. Buck White and daughters Sharon and Cheryl were accommed on their singles, "You Put "Llux" Douglay

Brooks closed the show at nearly midnight, doing her own "Walk On" from her debut album, alone with "If That's What You're Thinking," written by Randy Sharp, who provided guitar and yould backup for Brooks during the brief set With her smoky sty ing and unusual timbre. Brooks had more than a few programmers watching raptly and applauding hard at the conclusion of her per-

This year's New Faces Band. comprised of well-known Nash-ville studio players, did a noteworthy job of offering musical accompaniment for each act ap pearing on the show. So, too, did the quartet of background singers hired for the evening. If the one ingredient missing seemed to be the magic, the New Faces Show none theless accomplished what it set out to do, provide radio with what in many cases was its first good look at the faces behind the new country records

Hot Country LPs

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BUG CITY

THE ALL-TIME GAEATEST HITS OF ROT ORBISON

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GET CLOSER .

WISH TOU WERE HERE TONIGHT

SOMEWHEAE IN THE

FAMILY'S FINE BUT THIS

LOVE WILL TURN YOU AROUND

STRONG STUFF

The Blue in Me" and "Hangin Songwriters Meeting In Nashville

Strouse. Wood To Address Fifth Annual Symposium NASHVILLE -Questions of mobone Studios. Musele Shoals. act as MC). Bob Morrison, Bobbs

bility, marketing and money will be discussed at the fifth annual Nashille Songwriters Assn. Internationa Symposium this weekend (4-6). The event will be held at the Hyatt Re gency here. Featured speakers at the symposium will be Charles Strouse. and Gerry Wood, Billboard's editor

Kicking off the three-day round of panels and performances will be a ngwriter showcase in the hotel ballroom Friday Scheduled in perform are Jim Stafford (who will also

Weller, Others On New Zealand TV

CHRISTCHURCH, New Zealand-Freddy Weller, the Burrito Brothers, Gary Morns, Tompall & the Glaser Brothers and Jeanne Pruett are among the artists filming try" television series here. The show from New Zealand and Australia

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The Saturday sessions start at 8:30 a.m. with a keynote address by Wood, followed by the first panel, From The Minors To The Majors Panelists will include Laying Mar-Jr., Debbie Hupp. Michael McDonald, Dave Loggins, Keith Stegall, Rick Carnes and Wayland Holyfield, Randy Goodrum will moderate

Strouse will deliver the luncheon address and speak on writing for Broadway shows and television Among his tv credits is the closing theme for "Archie Bunker's Place

The first afternoon panel, "The Penord Tommy West of Cashman-West and Blendingwell Music, Tony Brown, a&r producer for RCA: Boh Fead, dent of Monument Records. Brown Bannister, independent producer. Terry Woodford of Wish

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Charlie Fach president of Compleat Records; and Jimmy Bowen, so vice president of Warner Bros. Rec-Nashville, Robert Oermann entertainment writer for the Nashville Tennessean, will moderate.

"Money Matters The Grand Slam Home Run," the final panel on Saturday, will feature Lou Bachman of AGAC Jun Free Washington lobbyist for AGAC and RIAA, and representatives from BMI and

The annual songwater awards banquet is set for Saturday evening Prizes will be given in 15 categories. including songwriter of the year Finalists for that award are Charlie Black, Rory Bourke, Tim DuBois, Wayland Holyfield, Dennis Morgan

and Rhonda Kye Fleming On Sunday, novice and professional songwriters will meet in a series of song critique and collaboration sessions

than 225 registrants, according to NSAI executive director Maggie Cavender This year's event, she says, is expected to at least match

Sales Strategies Are Examined

· Continued from page 51

found that are "turned off by sales representatives." The wide variation in the radio plans submitted to re tailers by representatives of the different radio stations in the market, the fact that many salesmen do not talk in terms that retailers can understand, and the pressure retailers receive from persistent radio sales-people were listed by Smith as the major complaints the encounters.

Smith said she sees salespeople as those who "guide and assist" and listed some suggestions on how to talk to retailers more effectively Good radio is conversation be tween the retailer and the con-sumer," Smith said, "Stress its benefits. Stress now and today Radio is urgent and immediate

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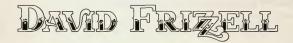
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NUMBER ONES BIGGEST HITS 75 69 79 THE PRESSURE IS ON .

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without interruption. After they tape the album, then the tapers no longer need the station or the artist, he said They don't need your time and temperature. The kids nowadays are rich-they've got a watch and a ther-

Radio was a "joyful experience" in the days when a lot of mistakes were being made, claimed Hudson "I know a guy in L.A. who hasn't made a mistake in 15 years-not one Do you know why? Because he's prerecorded. And. after 15 years, you go around and ask people about and nobody's heard of him Er-

than anybody in the history of broadcasting. But they will be talk-ing about Ernie Kovaes 500 years from now. Now I've got a question for you who was p.d at WNBC last

Hudson recalled the career of Los Angeles personality Dack Haynes, who was likely to forget the punch line of a joke he was telling for the second or third time. "But you knew that he had meant for you to laugh to be part of his tadio show, a part of his life, his day, his week, his exist-ence, his career. And he cared, and he got people to care. He was real

AMers, FMers, Agree

"Many of the things we do in Milwould be considwaukee," he said ered hokey in Madison 90 miles " Describing Mrlwaukee as "very large small lown," Martin said that one of his station's most successful promotions was a rummage sale that drew 10,000.

Said WWWW's Mardit, "Cour music listeners do listen; they don't just hear the music. So they don't mend a break from the monotony of Mardit said his station does

Engineers Get Some Respect · Continued from page 51

addressed if there's something wrong." He said that people in-volved in the purchase of technical equipment for a station should ask s it adequate for the type of service it is being purchased for? Does it meet manufacturer's species is the piece properly connected with the rest of the pieces in the chain. He warned that indivudal pieces

of equipment, unless checked, can deteriorate almost imperceptibly over a period of time and thus clude detection Listener fatigue, due to bad sound, can be a major tune-out factor, he said. Small announced that there is a

crais" in engineering because ower engineers are being trained This deficiency, he maintained, is leading to the rise of "contract enginextine" firms that stations can hire on an as-needed basis. Small told his audience that most sound-signal problems are caused by bad hou keeping on the part of people who use the equipment

visibility. He steadfastly referred to his station as "WWWW" as conscious effort he said to separate it from its earlier rock association when it was known as "W4." He added that the station also takes care to identify the songs it plays and ties in frequently with concerts and civic affairs "We don't talk a lot," he noted, "but when we do n's concise and to the point We've never called ourselves

intry' on the air. Mrke John of KCCY-FM Pueblo Colo. Rather, the station established its identity by playing contemporary country and using slogans that hinted at format-rather than proclaimed it-such as 'KCCY Rocks The Country." John said KCCY eventually clambered over its competition less by experimenting othin its format than hy letting the competitors jockey for listeners and,

in so doing, lose their original base. The AM panel was chaired by Mike Carta of WIL St Louis and Joel Raah of WHK Cleveland. Beverlee Bleisch of KJJY-FM Des Moines and Paul O'Brien of WUBE FM Cincinnati handled the FM

Panels Probe Promo Plovs

· Continued from page 50

target audience must include "I desire," said ty media marketer Dale Pon of Dale Pon & Partners New York "Marketing is the cus-tomers point of view." Pon said, citing statistics indicating that 80% of all advertising is invisible. "Invisible advertrsing leaves you empty," he

Nashville Scene

Francis perform, as well as RCA's new country. blies powerhouse Gas Hardin, who did a version Slarmy Monday that most definitely won't be heard on way! any time soon! Also in the au-dience, looking tascinated with the goings on was Liberty Records' Lane Brody, who men lioned that she will be recording in Mashville for the first time with producer Allen Reynolds.

nd our last comment on the WORST Show like hit of the evening out on the dance Boot may have been Dene Hallam or it may me? It seemed every other female perfo

have been Nashville's hollest twist couple, los and Goorgeann Galante. RCA was never like this About the New Faces Show: has anyone eve much spandes together in one place be his year's show were the form fitting shall until even MC Charles Monk started noticing About Charise Monk Have you ever heard so many horrendous industry one liners together in one place before? The DIR "Silver Eagle" people why were on hand taking the peoples for full up packaging on their syndicated show

the editing room Bul, as Monk puts it, "What would the New Faces Show be without me?" And anyone who has managed to stay enst ing the same event since its beginning 14 years ago deserves some sort of award, we sop

Roger Miller lunned up on a recent "Quincy" eonode on NBC TV For those who missed the seement. Miller played a country superstar who nearly dies in a hery accident cansed by In basing cocaine Sounds rather like Richard Prior Goesn't #7 Helen Cornelius has been chosen as the 1983 Arkansas "celebrity spokes person" for the Cystic Fibrosis Foundation Jerry Lee Lewis kicks of La Three week European tour March 29 with stopovers in England fre land. Switzerland and Germany And who could ssed his danamite appearance on week's Grammy Shore Japan 1.A. when he had tied it out on the keyboards with Count Basse, Little Richard and Ray Charles? That general ome exchement that snamed masural styles and generations

Gospel

NEW LABEL, NEW STRATEGIES

Word Unveils Plans For '83 ready recovered their production

B) MELINDA NEWMAN

DALLAS-Plans for a new label and a series of sales strategies were inveiled by officials of Word Rec ords here during the con nual Press Days, Feb. 14-15 The new label, Exit Records, will

feature primarily new wave and ink-style acts, according to Stan Moser. Word's executive v dent "Exit Records will be a label that will produce products by artists whose ministries are evangelically oriented," said Moser "These groups won't play in churches but rather in high schools and parks."

The tabel's first album, by the 77s a California-based band, is scheduled for early April release. Two other projects are planned for the la bel. The albums will list for \$6.98.

Moser said he anticipates prob lems in marketing the records, ad mitting that some Christian book stores may not realize that the music is still Christian-oriented "The only way to make it succeed is to have the Christian public understand that they can use the record as an outreach," he said

Lynn Nichols, director of marketing, agreed "The idea could be resected in Christian bookstores," she id, suggesting that this type of label might find less resistance in secu

Added Nichols, "A lot of our muic is very much pop, hut our lyneal content often uses partreular terms nology - 'Christianese' - under-standable only to the churchgoers With Exit, we're producing something without these characteristics The main focal point is to speak to the person in his own language Marketing will include regional promotion, personal appearances and attempts at gaining college radio air-play, Nichols sard

Also selling at \$6.98 are "Valualhums," LPs used primarily to in-troduce new artists Word feels would not get a fair chance if their records entered the market at \$8.98 We had a problem when we had to raise our prices to \$8.98 No one will buy an unknown at this price," said Dan Johnson, vice president of record marketing.

These albums were produced for ower than usual budgets, but re cerve extra promotion, including a special floor tack to advertise the product. As added sales incentive each Valualbum contains a second free LP with a sample of songs from other Valualbums. Johnson said the venture has been a success so far, adding that two of the artists, Kenny

Nashville Awards **Being Presented** NASHVILLE Blessings Produc

ns is presenting its Nashville Gos pel Awards Show here Monday (27) at War Memorial Auditorium Local church choirs were asked to vote for nominees in 25 categories. Nominees will perform during the show William Scruggs, who heads the production company, says similar shows are planned for Louisville. Atlanta and Huntsville, Ala

For The Record

A headline in the Feb 5 Billhourd polied that the Benson Co. has started using computers for the first time. The firm's Northern Telecom system detailed in the article is new hut other computers have been used previously

Marks and Pete Carlson, have al

Johnson said Word has sold more than 250,000 copies of its exercise al bums, and is preparing to market an accompanying video for the "Be-lievercise" album for \$49. The company has relied upon word of mouth by church groups and the use of bag stuffers to advertise this product. It has trained 25 instructors to go into the community and conduct classes.

"Giftables," cassettes wrapped in a box with a gift card enclosed, con tinue to be a successful product line Johnson said. The tapes, which sell for the same price as cassettes with out the gift packaging, were shipped last fall in time for the Christ season, but Word intends to make Giftables" an all-year-long line We're moving it beyond the Easter

or Christmas idea," said Nichols The cassettes are in their own display rack and usually located away Best Selling

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the greeting eards or hooks, Nichols "The whole idea with the display is to get it more on an impulse buying level."

The company also announced release of an Amy Grant single, "Ageless Medley," a compilation of eight Grant songs arranged into a medley It will appear in a counter display also designed to hold Grant's recent 'Age To Age" album and cassette. A coupon will be included with the single that is good for a \$2.49 credit inst the purchase of "Age To Age." The price of the single is \$2.49. which makes it free for those who use the coupon, Moser pointed out The release is coordinated with Grant's 41-city tour, which was to kick off March I

Johnson said that, although Word's frontline and midline rec prices will remain constant throughut the year, sheet music costs may Survey For Week Ending 3/5/83



STAND BY THE POWER 23 27 AEROBIC CELEBRATION LIGHT ETERNAL Salan Min, hard Fathor Berdware WER 2023 24 LIFT UP THE LORD 25 21 66 THE KEITH GREEN

MORE POWER TO YA I'LL NEVER STOP LOVING FIRM BELIEVER Y**OU** Lean Public Word MSB 6711 AMAZING GRACE KOO-AH Bresco KO788 28 24 14 THE VERY BEST OF THE

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A SONG IN THE NIGHT

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ATTEMTION



TrTENTION

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BILLBOARD'S RESEARCH AIDS PACKAGES, compiled from Billbo Charls, have been prepared for radio programmers, record builts, lies collectors, they are essential for anyone involved in pop, country, soul, adult contemporary, classical, jazz, gospel—all areas of music

WHAT'S AVAILABLE?

NUMBER ONE RECORDS (any package listed with the number "1"): A listing of every record that reached the Number One position on Billboard's charts for the period covered, week-by-week. Lists issue date. title, artist, label - in order of issue date

TOP TEN RECORDS (any package listed with the number "2"):
A listing of every record that reached any of the Top Ten positions on Billboard's charts for the period covered. Records are listed in alphabetical order by title within each year. Where duplicate versions of the same tune (cover records) occur, they are listed alphabetically by artist's last name. In cases where a record reached Top Ten in one year and was also in the Top Ten the following or a later year, it is listed in both years. Records marked with a "#1" indicate that the record reached the Number One position in the year in which it is so marked. Lists title, artist, label.

TOP RECORDS OF THE YEAR (any package listed with the number "3"):

A listing of the best records of each year, based on a recap of the weekly charts for each year covered. Lists title, artist, label.

POP SINGLES Number One Pop Singles, 1941 through Present

	A-3	Top Pop	Singles of the Year, 1946 through Present	50.00
OP	ALBUN	/IS		
	B-1	Number	One Pop Albums, 1947 to Present	50.00
	B-2	Top Ten	Pop Albums, August 1948 to Present	50 00
	B-3		Albums of the Year, 1956 to Present	50.00
:01	JNTRY:	SINGLES		

Top Ten Country Singles, 1948 to Present Top Country Singles of the Year, 1946 to Present

SOUL (RHYTHM & BLUES) AT BURGE

D-1	Number One Country Albums, 1964 to Present	25.00
D-2	Top Ten Country Albums, 1964 to Present	25.00
D-3	Top Country Albums of the Year, 1965 to Present	25.00
OUL (RHY	THM & BLUES) SINGLES	

One Soul Singles, 1948 to Present Top Ten Soul Singles, 1948 to Presen 50.00 Top Soul Singles of the Year, 1946 to Present 50.00

F-1	Number One Soul Albums, 1965 to Present
F-2	Top Ten Soul Albums, 1965 to Present
F-3	Top Soul Albums of the Year, 1966 to Present

DULT	CONTEMPORARY SINGLES	
G-1	Number One Adult Contemporary Singles, 1961 to Present	30 00
G-2	Top Ten Adult Contemporary Singles, 1961 to Present	30.00
G-3	Adult Contemporary Singles of the Year, 1966 to Present	30.00
LASSI	CAL ALBUMS	

TRIVIA BUFFS!

LASSIC	AL ALBUMS	
H-1	Number One Classical Albums, 1969 to Present	20.00
H-2	Top Ten Classical Albums, 1969 to Present	20.00
H-3	Top Classical Albums of the Year, 1969 to Present	20.00
AZZ ALB	UMS	

ZALE	BUMS	
1-1	Number One Jazz Albums, 1969 to Present	20.00
1-2	Top Ten Jazz Albums, 1969 to Present	20.00
I-3	Top Jazz Albums of the Year, 1969 to Present	20.00

SPEL	ALBUMS (Spiritual & Inspirational) NEW ITEM	
K-1	Number One Gospel Albums, 1974 to Present	15.0
K-2	Top Ten Gospel Albums, 1974 to Present	15.0
K.2	Top Cospel Albums of the Year 1974 to Present	15.0

V-2	Top Gospet Albums of the Teat, 1574 to Fresent	10.00
EATEST	HITS	
J	Top 1000 Greatest Hits of All Time, 1956-1977	75.00

J	Top 1000 Greatest Hits of All Time, 1956-1977	75.0
	(1978-Present Top 100 Included)	
L	Yearend Issue—"Talent In Action"	7.0
	(Limited Stock Available)	
To St.	Proposition of James "Music (Passed (200" Winters (M

The Music/Record Industry	25.0
(Limited Stock Available)	

NOTE: Individual years of the Number One, Top Ten, or Top-of-the-Year listings me be purchased separately at 85.00 each. Photo-copies of individual weekly charts are

ows: I to 4 pages: \$3.50 per page, 5 or m

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Billboard Hits Of The World

BRITAIN As at 3/26/83 SINGLES

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ENETIC ENGINEERING, OND Yingin DU CAN'T NURRY LOVE, Phili Collins, Virgin COLD SWEAT, Thin Uzzy, Verligo THE STORY OF THE BLUES.

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Lifestyle REATEST MITS, Other Newton

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> CANADA As of 2/26/63

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LL OF MY HEART, ABC, Mercury OME ON EILEEN Dezy's Midnight Runners, Mercury PHEN I'M WITN YOU, Steprit

Pretanders, Sire UTB LIKE & KNIFE, Bryon

ALBUMS MELLO, I MUST BE GOING, Phil H2O, Caryl Hall & John Oak RCA THE DISTANCE, Bob Segar,

Capitol BUILT FOR SPEED, Stray Cats. A&W Club, Epic / Virgin IIDNIGHT LOVE, Marvin Gaye.

WEST GERMANY

Biene, Tetalurisen/Toldec DO YOU REALLY WANT TO HURT ME, Culture Club.

Toldec ELECTRIC AVENUE, Edity Orant of Your SHOT, Devine,

DREAM CM, Mazarsen, Verliga / Phonogram Menogram Menogram Mariela, Biovina Warnicks, Ariskii Ariskii Dohi'r Pak Yile Ferryman, Chris de Burgs, Asim Call LAST HIONT IN DEE JAY, Indisep, Melronoma John Wayne Ferdayres, Regard RCA Mayer Ferdayres, Regard RCA

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Polyder, POCO
PAMOUS LABT WORDS,
Superirame, ASM./CBS
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STYLIGHTS, Juni-Ichi Inagaki,
Toshiba EMI
FRONTERS, Journay, CBS/Sony
NABUNANONI Yoshiba
Vashishara, Missas Phonogram MOMENTOS, Julio Iglesias, Epic-Sony EVE ONLY, Toshihiko Tshers. Canzon

INESS AS USUAL, Men Al Warner-Pioneer ALBUM, NAOKO KAWAI, Nippon YOGORETA ETTU, Soundbrack, Toshiba EMI
 LION AND PELICAN, Yosel Inoue, For Lile
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AUSTRALIA (Courteey Kent Music Repo As of 2/29/63 SINGLES

Strain. Verifice
YOU CAN'T HURRY LOVE, Phill
Collins, Arlando
YOUNO OUNS, Whare, Epic
AFRICA, Tole, CBS
UP WHERE WE BELONG, Joe

WART DREAMEN, DISCOURS
WARNING, ANSM
I COULD BE SO GOOD FOR
YOU, Deenis Watermen, EMI
THE CLAPPING SONG Bess
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OD YOU REALLY WANT TO, HURT ME, Culture Club, Virgin
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ERL OF AN ERA, SPIE ERL, Mushroom CREATEST HITS, Luciano Parennel, Ococa MILLION SELLERS OF THE 50 S. Various. JAB. Chrislopher Cross. Warner Bros. STEVE WOMDER'S ORIGINAL MUSICULARIJIM I, Molown THE OISTANCE, Bob Seger, Candid.

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Mariann HEARTBREAKER, Dionne

THE RISE AND FALL, Madroon. KAER OCH GALEN. UH Lundell

VCR Sales Up In Finnish Mart

HELSINKI Around 50,000 video recorders, 90% of them of foreign origin, were sold in Finland last ration representing the wholesale leisure electronics business nation wide That figure is a jump of nearly

According to the trade group's rewere up by 20,000 units over 1981 with a total turnover of 166,100 Only 40,000 black and white ty sets were sold last year, compared with A major sales splash in the last

quarter of 1982 helped boost the fig-ures for the year. That boom was fired by a price freeze here, an economic move abundoned in mid-De-

LONDON The High Court here has finally thrown out an action McCartney and the late John Lenon against Northern Songs, in the Beatle conswitters (some \$7.5 million) additional royal-

on many of their higgest hits But there is at least one more chapter to be written in the longrunning saga, because McCartney initiated a second action against Northern Songs in 1980, incorporating some aspects of the original case, and this is unlikely to reach court before mid-1984 at the earliest

The High Court decided Feb 16 to strike out the 1969 claim for additional royalties on all Lennon-McCartney songs dating back to "Yesterday," "Penny Lane" and "Eleanor Rigby," McCartney's second action is affected by regulations of the Statute of Limitations, under which the case can apply only to recing the smash-hit stockpile of the

nal legal move by Lennon and McCartney has been revived briefly several times over the years and adjourned each time It started around the time that North ern Songs was sold to ATV Music publishing arm of the Associated Communications Corp. group

headed by Lew Grade, now Lord headed by Lew Grade, now Lord Grade Four years earlier, Northern Songs, part of the Dick James Or-ganization, had become a public company quoted on the stock mar-

ACC was taken over last year by Australian businessman Robert Holmes a'Court. During the takeover hassles, McCartney was reportto have made a hid of around \$30 million to buy Northern Songs and so regain the rights to all the early Lennon-McCariney songs. However, no separate deal for the pub lishing was reached at the time. though later rumors linked McCartney with Lennon's widow Yoko Ono in a further big-money

The ongoing hattle over Northern Songs and the Beatles' compositions is complex. An ATV spokesman here opines: "Really, it is a purely legal situation concerning interretation of documentation from 1963, and we don't revard the court

ion as a major victory When the High Court deciso ver the 1969 action was announced. Mr Justice Walton, in a Laun reference to "beetles," observed "Every member of the Chancery Bench has personal judicial knowledge that the scarabaeus sacer liveroudliensis is a most litigious insect.

This was the latest in a growing list of cases in which songwriter/performers air in-court grievances about their original contractual of the group Police, eventually reached an out-of-court settlemen with Virgin Publishers, believed to he worth some \$2.2 million. Gilbert O'Sullivan took successful High Court action against his man mentor Gordon Mills and MAM publishing, and, while this matter is gning on to the Appeal Court, he could benefit to the tune of some \$2

million. And waiting for High Court

time is the action by Elton John

(Centinued on apposite page)

Patti Davis Likely For Seoul Fest

SEOUL-Patti Davis, daughter of U.S. President Reagan, is expected to be among the contestants at the Sixth Seoul Song Festival on May 28, according to the event's organizers

Davis, who recently completed a debut album for the U.K. independen Runaway Records, now seems set to compete with 20 entrants from 16 countries for a total of \$54,000 in cash prizes. Davis' tapes were on offer at this year's MIDEM, and license deals for worldwide territories are being finalized

are ceng innatted
The Sood Teaval's the only international pop event staged annually
in Korea. Previously, there was a second, the World Song Festival, abo
staged in Seoul, sponsored by the Korean Broadcasting System.
Since 1981. Billboard has provided upocal awards for the even.
Keoptenis have included Al Green and local arises Lee Young Hwa and Chon Young Rock

POLYGRAM STAGES PRESENTATION

Compact Disc Launched In U.K.

the reproduction system. In marketing terms, it has also been observed that only 194 U K. dealers have been chosen to market the software inttially, representing around 49 of retail outlets and that less than 200 to tles are available

Furthermore, there shortage of hardware. Only half a dozen manufacturers currently have players available The hope is that there will be machines from 20 different companies on the market he-

38 firms so far committed to the system will have players available by the end of 1984 Sony is estimating a total pene-

tration of 300,000 units this year, ris-ing to 900,000 for Europe, Japan and the U.S. by 1984. Expectations are that 40,000 units will be sold in the U K. this year, with a retail price ranging from \$675 to \$900.

During the presentation, Adrian Farmer of Nimbus and John Fassnidee of Forward Technology anbe setting up CD pressing plants with an eventual annual capacity of five million units each

PolyGram is offering sale or ex change for the first four months on hulk orders of 140-150 titles, with classical repertoire selling at \$8.62 and pop repertoire at \$7.87, on an exchange rate of \$1.50 against the nound sterline

So far, EMI has not comm repertoire to the CD system. EMI chief executive Ken East says, "We have no intention of paying a threecent royalty for the privilege of makthe royalty demand is abandoned we would certainly make our prod-

Meanwhile, PolyGram's international headquarters in Baarn. Holland has officially announced that 150 CD titles will be released in March in the U.K., West Germans Holland and France. Some 20-30 new titles will be added each monti with PolyGram aiming for a total of

Basil Track Banned In Korea

SEOUL-Though British singer Toni Basil is riding high in the radio action listings in Korea, a track on her debut album "Word Of Mouth" has run afoul of the extremely sensitive Korean Public Performance Ethics Committee

The offending item is "Be Stiff," deemed by the morals watchdog group to be "obscene and with phal-lic conjustations." As a result, the Radialchoice/Virgin album, han-dled here by Yehum Records, Korean licensee for Virgin product, has been released without that song In Korea, the performing arts, ords and tapes very much included, are subject to close screening by the KPPEC for any suspected obscenity.

According to a committee report, a intal of 123 international songs out of 6,369 checked out last year were djudged to be "improper" and banned from release on records or tanes The tunes were rejected, says the re port, for "their basically unwhole some nature, for obscenity, for drug orientation or propagation of vio lence among the young

about 500 by the end of the year. National launches in Switzerland Sweden and Belgium are set for April, and other European terri-

LONDON EVENT DRAWS 120 EXHIBITORS Upbeat Mood At Software Show

ton, "This is the biggest and most diversified show we've held to date But despite increasing the exhibition area by 25% since last September's event, we still had a waiting list of companies that could not be squeezed in." Warton said the breakdown of exhibiting firms was 60% distributors, 10% wholesalers and 30% ancillury companies, notably stock computer and display

The show featured a few oversea companies exhibiting for the first time, including West German shop-fitters Hados, U.K. company Mimesave, which introduced the new Japanese-made tape Vidcom, and. from the U.S., the Portavideo "Magic Movie Machine," concept first showcased at the recent Co sumer Electronics Show in Las Vegas. The portable VHS player. designed for non-VCR owners, will be marketed through franchisees, non-exclusive dealers and rental agencies. It made its European debut at the Software Show.

Recent market research, including predictions of a year-end VCR pop ulation of between 4.5 million and six million, has clearly given a new stimulus to distributors as has the

ews that broadcast television lost five million viewers to home video er the Christmas period in the U.K. A number of new distributors made their bow at the show

Among those firms was the Psycho label, selling U.S. features through CBS-Fox Sales and Distrihution new independent distributor hution: new independent distributor Intermovie, set up early this year by the Agra group: Cinema Indoors, distributors of Universal; and acquisition specialists the Jay Agency Other first-time exhibitors included 3M Video, Hollywood Video, MEVC and Films International.

Most major spring launches were med to coincide with the show though genuine blockhuster product is now thin MGM/UA is putting out Steven Spielberg's "Poltergeist" only six months after its theatrical release, along with "Pennies From Heaven" and "Abba. The Movie," which is expected to repeat the music video success of last fall's "The Complest Beatles," which has reportedly sold over 13,000 units in the

Thorn EMI's 13-title March release includes Pink Floyd's "The Wall" and "Amityville 2," while CIC's midprice Arena label has six new features, including Zeffirelli's "Romeo and Juliet."

New approaches to marketine ere evident at this year's show While Hollywood-oriented distribu tors ching to the "window" between theatrical and video release, independent companies are subverting the strategy with simultaneous launches.

launches.

Palace Video, having pioneered this approach with "Diva," is now doing the same with the horror movie "The Evil Dead," seeing this strategy as a way to both combat piracy and boost sales volume. In pendent distributor VCL's first feaure production, "California Girls. will actually be out on video prior to its theatrical release

Pricing philosophies have recently undergone a radical downward revision in the interests of promoung straight sales. And music product is seen as having particular sales po-tential, especially with the advent of stereo hardware, depending on pric-

Says Steve Ayres, MGM/UA marketing manager, whose com-pany achieved 40% straight sale on "The Compleat Beatles". The sales potential is enormous for top music programs, and frankly I just don't believe the independent retailer has opened his eyes yet to the possibility of actually selling these ales."



BBC May Take Action On

South African Vid Piracy

in Abu Dhabe
The event. Audio Video Fair, is being organized by AMK Berlin Company For Exhibitions sigether with the Gulf Arab Marketing & Exhibition Company on a 6,000 square meter site. It will be open both to specialists and to the general public. Japanese, American and European companies are among the exhibitions. VCR ownership in this area of the

IOHANNESBURG - Following

the recent South African court a

on brought by Paramount Pictures

Corp. against a local video outlet

Billboard, Feb 12), the BBC has an-

nounced that it is pondering legal

stituted here against Video Park-

town North. In that case, a judge

ruled that distribution, renting or ex-

GEMA Chief

Schulze Feted

On Turning 70

BERLIN-Worldwide congratu

lations, including a letter from Pope

John Paul II, have flooded in for GLMA chairman Dr. Erich Schulze

on his 70th hirthday. Other messages

came from German president Karl Carstens, manister of justice Hans

The head of the German copy-

ceptions in Munich and Berlin At

the former, he was awarded the Richard Strauss Medal, which

Schulze himself established some 30

years ago for services to copyright law, by GEMA board members. The

presentation was made by the

daughter-in-law of composer Rich-

ard Strauss, who was responsible at

inhers also presented Schulze with a medal "for merit in supporting the

music," an award established on the

Court Dismisses

stainst the Dick James Organiza-

nght on all songs written under con

tract to James, plus other business

In this atmosphere of litigious bitterness, Ron White, managing direc-

for of EMI Music Publishing and head of the Music Publishers Assn.

(MPA) has been quoted as saying "You spend time and mnney build

ing a songwriter or artist into a star and you create a monster, and most

Sting has been reported as saying

When I was signing my contract, I

didn't know what was going on Los-

ing the songs to like having children taken away from you"

monsters are untameable

nn, asking for the return of copy-

Beatles Action

assaustane's 150th anniversary

GEMA's predecessor
The German Assn of Music Pub-

nght society was honored with re

leader Franz Joseph Strauss.

anupiracy moves similar to that in

only about four million by receivers in the Pensan Gulfarea, but m such countries as Kimwaii, Quatar and Oman, over 40% of the households with the sets also own video hardware, the majority of which is imported from Japan, although much of it also reuches the area through more indirect mituses It is estimated, for instance, that 50% of ull VCRs. Sold in London are re-evonredic, 25% sold in London are re-evonredic, 25%

of them to the Culf.

Prices are falling sharply, with
VHS format machines accounting
for about 61% of all units sold. Certain triple-standard models able to
replay programs recorded both in
Europe and the States are also pripu-

posing for sale or rent any film im-

ported to South Africa is an offense

of copyright, has said in London.

"We're aware of the severity of the

problem in South Africa, and we'd

finding people to prosecute." He reportedly added that "millions of dol-

as well as feature films, have long been popular in South Africa, and

because of the British actors' trade

union ban on the sale of television

material to South Africa, the only

means of access to this material is through home video outlets.

the piracy problems here is evi-

denced by a recent meeting held be-

tween the BBC and the Independent

Television Authority (ITV). The lat-

ter has, apparently, not yet confirmed whether it will take steps to

prevent piracy of its material in this

vision networks pursue this course of

action against South African "pi-

rates," it will mean registering their many thousands of films in terms of

this country's Copyright Act

terntory. But should the British tele

British television's concern nver

ars are involved."

British comedy and action shorts

ertainly not experience difficulty in

Stephen Edwards, the BBC's head

in terms of the Copyright Act

shows taped off the arr or from cable are flown to the Colff countries great quantity, and there are over 2,000 prate software dealers. British and American is programs complete with commercials are common, us are copies of Hollywood productions not yet released in the West.

In many parts of the Gulf, dealershould in theory he licensed, though the effect and are made in regulating the market Saudi Arahna's Ministry of Information has announced more frequent checks on videogram outlets to ensure conformity with Islamic practice, and video trade regulations are also pending

mitous are due periodic makes up frerecord growth in dakes and rental, but as many as 14 million the first periodic makes up in the Gulf area. Mass displication facilities are in the process of being established for legitimate trade, and at least one company has up to 30 dave units in use A British firm has set up a displication plant in Bahrein, and inthers are expected to follow as the market continues to ex-

Video is also making institutional inroads. Virtually every university department is video-equipped, and the medium is expected to acquire an important role in schools and educational curricula.

French Producers Say Costs Too High

PARIS—Fast-traing studio costs are forcing many producers to move out of Paris in cheaper provincial facilities, according to Serge Ferrera and Marc Lecca of the Studio De Ci-

met in Nice, Cote d'Azur
A recording costing \$20,000 in
Paris might he mude for as hitle as
\$7,000 barring overheads in Nice,
they say. The problem is not acute
for multinational companies with
hier own studios, they concede, but
such considerations can he crousal
for the increasing number of independent producers working on low
budgets.

CBS Songs To Beef Up

PARIS—CBS Songs-April Music plans to expand its French oper attons following the worldwide acquisition by the group of MGM-United Artists Publishing. Stan Wisold, new group managing direction for France, says, that CBS-April France will take over the massive MGM-UA catalog for this territory in March, following the CBS purishase of world representation late

last year
Witold, furmerly international
records and publishing chief of
Drejlus Muss, was appointed to his
new role at MIDEM by CBS Songapresident Mike Stewart. Replacing
former CBS-April Musse France
managing director Pierre Nebrard,
who left to head the RCA France
publishing arm a year ago. Witold
reports to James Ware, managing

reports to James Ware, managing director of April Music U.K. and CBS Songs Europe. MGM-UA publishing interests in

France have been represented for several years by a three-man adminstrative team headed by Lucien Naouri, who will ad Witold in the early stages of the transfer of control. With 95,000 titles to administer among the CBS. April, MGM and UA catalogs, Witold says he expects to increase the present staffing level from seven to 10 by the end of this year.

Finnish Firm In RCA Vid Pact

ary of Rautakirja Oy, will handle Finnish distribution of RCA Columbur's video catalog. The firm has signed a sile rights pact with Video Express, the Scandinavian RCA-Columbia representative.

The deal covers 110 video software titles, of which 20 will be marketed this year. All have been supplied with Finnish subtitles

R-Video currently has some 200 retail and rental outlets and is considered the market leader here. The company acquired video rights to movie productions from the local firm Suomen Filmyteollistuss last

News

National Distrib Sought For Steelworkers' Lament

unemployed steelworkers is going national. The United Steelworkers. Union is working on getting nationwide distribution for "Steel Mill Blues," a record that's reportedly sold more than 15,000 copies in the Pittsburgh area.

New Amsterdam Theatre To Be Reborn In N.Y.

Amsterdam Theatre, which for years unspooled second-run B movies on 42nd Street, is being reconverted into a legitimate Broadway houser a cost of more than \$4 million. The building will be divided into two theatres: a man room for large productions and a roottop auditorium for smaller productions.

The main room will open this fall with a revival of Jerry Herman's 1966. Tony award-winning musical "Mame," with Angela Lansbury recreating her hit role. The rooftop theatre will open in October, An opera is tentatively slated for that

Refurbishing of the landmark theatre, once the home of the famed Ziegfeld Follies, is being made through an industrial development band financing orchestrated by the New York City Industrial Development Agency

Int Song a way an 18-year-old college tradent He wrote it aller his uncle. Bob Sollivan, found himself unemployed after 18 years when a mill an Midland, Pa. closed. He unlikely the tage it is start when Sullivan contacted Lir Miles, host of KDKA-TV's "Lycning Magazine," about his nephew's song.

Through Miles and the station, recording and distribution were arranged for the song AirCraft Studio donated the studio time, musicians and production costs. National Record Mart agreed to sell the record through its 70 stores, and Mobile Records assumed the respon-

sibility for putting it on jukeboxes. Proceeds from the sale of "Steel Mill Blues" have been earmarked for food hanks established for unemployed steelworkers and their families. To date, \$15,000 has been turned over to the food banks from sales of the single, which lists at \$1.00.

Pickering's effort has received extensive publicity. "Steel Mill Blues" has been featured on network television and radio, and wire service overage has turned up in newspapers across the country. The USW hopes to use that as a base to break the record nationally.

The union has 5,000 locals, many of which have begun to sell the record. Copies have been sent to President Reagan and members of Congress

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For further information, contact:

Pamela DiCocco (213) 859-5335

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983, BILLBOARD

· Continued from page 1

Their sale during the test program will be through selected stores carr ing Magnavox hardware, primarily department stores Conventional record retailers are not expected to figure in the program until the post-CLS phase. At that time PolyGram expected to have a digital catalog of more than 100 titles

Thus, the program will parallel the early marketing posture of Sony and CBS, also due ta offer players and digital software through hardware accounts this month (Billboard, Dec 18).

Mangavox, a sister company of PolyGram through its control by North American Philips, holds the license for manufacture of the Philips player in this country. The WEA labels will start off with

about 25 titles this month, with company labels in each of the count figuring in the European launch de ing their own release pattern according to Elliot Goldman, WC1 senior vice president. He indicates there are as many as 75 titles in the digital pipeline in various stages of

preparation.
While the WEA group's entry into
the digital fold will inject a strong and contemporary element into the field, thus far leaning heavily on the classical side, the group's classical label, Nonesuch, is also expected to figure among early releases. Like other classical labels, Nonesuch has

Entertainment Channel Ends Pay Operations · Continued from page 6

ment Channel will continue to programming produced by RKO Pictures and the Nederlander Organization: currently in pro-duction are "Cold Storage," "I Do, I

The failure of the Entertainment Channel (TEC) follows the demise last fall of CBS Cable, a basic cable service that provided cultural programming. TEC also has a "quality programming" image, with long-term relationships not only with RKO/Nederlander but the BBC

Taylor cites adverse e conditions as a reason for TEC's fail ure. He also notes that a pay-ty channel was not as viable as had been anticipated. (Viewers had to pay between \$8 and \$10 a month for the service; only 50,000 such viewers were attracted)

"The Entertainment Channel enountered a multipay marketplace that was developing much more slowly than anyone had antici-pated," Taylor says, "The country's depressed economic conditions of layed the reconstruction of cable systems to accommodate additional pay channels and discouraged conumers from subsenbing to as many pay-tv services as they might other

Industry insiders believe the channel will stand a much greater chance of success as a basic cable service, offered free to subscribers Taylor points out that the advertisersupported TEC will include Ameri in movies in its mix, a sign that the channel will be aimed more at the general cable audience.

The joint venture of Rockefeller Center Cable Inc. and RCA Cable Inc. has already laid off 66 of its 156 LAURA FOTI

been building a pool of digitally recorded material

WFA's declaration for digital was thought to have been held up in part by an anwillingness it shares other labels to pay a royalty to Philips of three cents per disk sold to help defray development costs Goldman would not comment on whether it had acceded to the royalty demand, other than to state that "an appropriate arrangement has been

for the time being, at least, a de facto royalty is bailt into the pressing cost structure to neutralize the problem



Cusaes her new single, "Peanul Butter," from her forthcoming LP, with latand preatdent Ron Goldstein in New York. The diak was produced by Siy Dunbar and Robbie Shakespeare and ships in March.

Continued from page 6

Market Quotations

High	Low	HAME	P-E	100a)	MON	Low	Close	Change
155	76	After Corporation		114		15/10	1	
61%	28%	ABC	9	568	53%	63%	53%	Unch
35%	25 %	American Can	17	182	32%	31%	32%	- %
11%	4	Automatic Radio	9	80	1119	10%	11%	- 5
67	33%	CBS	13	1650	56%	55%	55%	- 19
27%	3%	Coleco	13	2267	28%	25%	29%	+ 1%
9%	5	Craig Corporation	19	91	8%	974	2%	+ 1
72%	67	Disney Wall	25	2023	75%	73%	75%	+ 21
5%	2%	Electrosound Group	_	91	4%	479	4%	- 2
50.7	111%	Gutt + Western	9	14705	21%	19%	21%	+ 19
26%	10%	Handleman	12	48	25	24%	24%	- 5
61%	135	Integrity Entertainment		14	3%	3%	3%	- 1
Bis	3%	K-tel	70	39	7%	779	7%	Unch
62%	36	Metsushria Electronica	10	881	48%	47%	48%	+ 13
31%	10%	Matter	3	2575	13%	13%	13%	+ 5
40	19	MCA	11	1124	38%	37%	37%	- 4
91	48%	3M	14	1639	77	75%	78%	+ 1
115	49	Molorola	23	1448	11179	110	111%	+ 17
58%	30	No American Philips	10	139	58	57%	57%	- 3
15%	55%	Orrex Corporation	-	213	7%	7	7%	- 1
20%	10	Proneer Electronics	-	2	19%	18%	18%	- 7
27	13%	RCA	10	4025	23%	22%	22%	Unch
18	11	Sorry	10	\$433	1314	12%	13%	+ 1
31%	25%	Storer Broadcasting	21	390	2919	28%	29'4	+ 4
3%	2	Superscope	-	36	315	3%	370	
45	27%	Taff Broadcasting	11	70	42	41%	41%	4 10
63%	27	Warner Communications		4313	28%	27%	27%	- 1
DVER TH		Sales Bid As		R THE		Sat	es (lid Asi

otheranga within which these securities could have been sold or bought at the time of completion. The bove information contributed to Belboard by Douglas J. Volemer. Associate Vice President Los. An abstragon. Dear Witter Reynotist Inc. 4001 West Alamada, Suite 100, Tolico Lava Burbank, Caltor is 81505, (273), 641-3751, member of the New York Stock Exchange, Inc.

Cable Watch

its problems. Why, indeed, should one pay \$10 a month to watch a show that had been pulled off free tv? It's a quality show, but the psychological ramifications are clear One cable programmer remarked last week that the Entertainment

Channel had "an identity crisis" that it was anable to build recogni tion among viewers as a service filling a specific need Not so HBO. use mix of movies and music spe cials, as well as other special fea-tures, has a clearly discernable

The industry has been too bullish about how much people would be willing to pay for television," adds this programmer "They'll pay for basic cable, if just to get a clear picture and sound. Beyond that, the votes are not all in yet." * * *
More philosophical questions

about pay-ty were raised at a conference at New York Univ Feb. 18 and 19. The conference, organized by Arlene Krebs, was called "Communications Satellites. Systems, Services And Networks." The most interesting panel was the last "Reflections On The Social And Cultural Impact "
Author Sol Yurick, speaking on

the concept of pay-per-view, marked, "The question is who has information, especially when that information is valuable. And it becomes valuable when limitations are put on it, when some people can get it and some can't. Individuals, especrally the poor, can't adapt to changing technology if they don't have the money or don't know what's going

Communications consultant Bert Cowlan added, "Satellites are, may be, where the money is, and I believe they will be where the power is. And if information is power, and munications is the highway it travels on, we should regulate it. It communication is a right, not a privilege, and if you determine the social and cultural implications of that communication, the rest is tech-

"The Pirates Of Penzance" had its int theatrical/pay-per-view debut Feb. 19. and the results, as usual for recent pay-per-view events, were mixed In sheer numbers, the airing of the Universal picture failed to attract a significant viewership-less than 10% of the total available, or 100.000 households.

As for the concept itself, its future has not moved one way of the other from its traditional hanging-in-the balance state. Will pay-per-view become profitable, and if so, what types of programs will it take?

If "Pirates" is any indication, it

will take something other than a movie musical The picture did not transfer well to the television screen and the sound tended to fade in and out. As with many movies later brought to tv, both sides of the p ture were cut off. Somehow, for \$10, one expects better Still, the experiment had a num-

ber of things going for it. an enj uctory segment hosted by Stiller & Mears, and a cast of popu-lar performers: Linda Rondstadt, Rex Smith, Angela Lansbury. George Rose and the stardom bound Kevin Kline Universal is on the right track, as are the Black Tie Network and Oak Industries.

Game Monitor · Continued from page 26

includes controllers for IBM and TI computers, keypads for Colecovision and Atari 5200, a pistol grip joy stick, and sleeve adapters to change

Regarding the ability of third party manufacturers to piggyback their products onto the success of the major hardware manufacturers. Wico's research and development man, manufacturing vice president Syng Kim, observes "The manufacturers are always looking for a new chip Users are looking for control and quality "

The barrage of video game com mercials crowding prime time television is likely to become even greater by the end of 1983, as computer software manufacturers join cartridge makers in saturating the

Sirius Sofiware, for one, has linked with Fix Games for the ex press purpose of gaining mass media exposure for its computer game line, while many of the other major inde pendent software houses have lined up venture capital in order to fund the million-dollar buys that tele vision exposure requires.

Broderbund, Datasoft, Synapse and Sierra On-Line, all of which foresee likely entry into television marketing by the Christmas season this year

Many believe that the ma stumbling block to staying an independent at all in the enormous cost involved in buying media exposure. which, indirectly, assures shelf space in increasingly crowded computer. video game stores and departments Lining up investment capital for advertising is, therefore, buttressing the ability of third party software publishers to stay independent.

What are they up agains? Activi-sion's television budget for 1983 is \$40 milhon; Imagie, for January and February alone, budgeted \$5 mil-lion. Purker Brothers' video game division recently upped its previously announced \$6 million budget to \$36 million Says Starpath president Alan Bayley, bemoaning the clutter of blip-bash-bang commercials as confusing and ineffective.

(Prepared through the resources of Video Marketing Game Letter.)

Industry Events

ons, awards shows, seminars and other notable events.

March 2, 6th Annual Bay Area Music Awards (BAMMIES), Civic Auditorium, San Francisco March 4-6, Nashville Songwriters

Assn. International (NSAI) showcase (4), achievement awards ceremony and dinner (5) and sym-posium (5-6), Hyatt Regency. March 6-9, International Tape/

Disc Assn. (ITA) seminar, Diplomat Hotel, Hollywood, Fla. March 7, Snugwriters Hall Of

Fame 1983 award winners indu tion, Waldorf Astoria, New York, March 7-8, Satellite Tele-communications Technology seminar, Loew's L'Enfant Plaza, Wash

March 9 Narinnal Music Publish ers' Assn. Song Awards, Hermitage Hotel, Nashville. March 10-12. American Choral

Directors convention, Hyatt Regency, Nashville. March 11-13, 15th annual Filmfest Midwest, Marnott O'Hare Ho-

tel. K bicago March 13-15, Ohio Cable Television Assn. annual convention and trade show. Hyatt Regency, Colum-

March 14-16. Electronic Industries Assn. annual spring conference. Shoreham Hotel, Washington D.C. March 15-18, Audin Engineer Society's 73rd convention, POC Congress Centre, Eindhoven, Hol-

March 16, New York Market Radio Broadcasters Assn. "Big Apple Radio Awards." Sheraton Centre

Hotel, New York. March 16-20, Gulf Arab Market-& Exhibition Company and AMK Berlin's Audio-Video fair, Abu March 20-25. Music Teachers Na-

tional Assn. convention. Hyatt Regency, Houston March 22-24, Electronic Imaging Systems conference, Andover Inn

Andover, Mass. March 24-25, Georgia Cable Tele vision Assn. annual convention. Atlanta Marriott

April 5, 9th Annual Junn Awards

elecast, Toronto Hilton Harbour Castle Convention Centre April 5, American Marketing Assn. conference, Chicago Down-

April 7. The Economics of Cable TV seminar, Park Lane Hotel, New

April 10-13, National Assn. of Broadcasters convention, Las Vegas Convention Center

April 10-13, Gospel Music Week, Opryland Hotel, Nashville April 10-13, Guspel Musle Assn board meeting. Opryland Hotel. Nashville

April II, Women in Comm cations 13th annual Matrix Awards. Waldorf-Astoria, New York. April 13. Gaspel Music Assa Dove awards show, Opryland Hotel

Nashville April 10-14, National Assn. of Record Merchandisers, Fontainebleau Hilton, Miami Beach April 17-21, Biliboard's Video

Games conference, Westin Miyako Hotel, San Francisco. April 17-21, National Public Ra-die convention, Hyatt Regency,

don't feel like a member of the club

TARROUGH & PEOPLES—Nearthaat, Total Experience (E. 1903). Produced by Lonnin Sammons. That sweet soul decel Boart Stop The Music fame returned to the op 10 with the trile tune, "Heartheats" Another dance-vocal mark out that's in the same hit groove but too close to "Don't Stop is "Feels So Good," but tha tresh dyeamics of the doo's ocals find better material with "Incermist Feelings" and "You Love Me, You Love Me, Not:" which are change of jempo. The romantic, have voices of Yarbrough & Peoples cry out for better material, there's enough here to look forward to

wed sucress, and development THE TEMPTATIONS-Surface Thrilts, Gordy 6032GL Pro suced by Dennis Lambert & Steve Barri. Zooming past their bigh energy "Reumon" LP, the revitabled Temps step into sew masic territory with the cool tantalizing title fure white spening up their sound to LA rock influences. Producer Jumbert had a hand in Most of the songwining. Robbie Buchanan and left Procaro accent the shythms, use the Tomps touch all the right bases on "The Seeker" and "What A Best of the action is on side two where the puris commercial gives way to the no nonsense directness of



IALS-Shabooh Shoobah, Atco 90072, Produced by Work Opds. This Australian band debuts in the U.S. with a classy, seek pop sound reminiscent at times of the Cars or a mora commercial Peter Gabriel Vocahst Michael Hutchence's swaggering wocals give Ints music an edge which is missing from a lot of what is being pushed out under the banner of new music." The 1D tracks here are danceable though straight about rice to stacks neve are consistent integrity straight about rick lans can appreciate them as well. Noted bricks include the initial single. The One Thing, the Lunly Herr Comes' and the soaring 'Doe'l Change." Group is fouring the U.S. currently with Adam Ant while the videocitip with Adam Ant while the videocitip of "the One Thing" is in medium rotation on MTV

AMERICADE - American Metal, Adem Records FJ615 Produced by Americade. Americade is a howling heavy metal band from saburban New York which sees its music some where between Van Halen and Grand Funk Railroad whose We're An American Band' is covered here. The rest of the songs are impinals, written by guilliest Derard Da Margny who shares the host line with brother and singer P.J. They

THE DIVINYLS-Desperate, Chrysaks FV41404 (CBS) Pro ducad by Mark Opriz, Australia has been producing lots of dence as their music encompasses elements of traditional hard rock and new wave. Lead singer Chrissie Amphlett at Chrosse Hynde while the band plays crunching hard rock that would please the most guitar hungry listener



ROBERT HAZARO, RHA/REA MELL RS00 Produced by Robert Hazard. Originally raleased on the artist's own local Photodelphia label. Risk this econymous debut features the recalled and his band in a five song must LP setting offering hesh proof that the British techno pop galette is at least as familiar on these shores whether singing his own mordant songs, of which "Escalator OI Life is strongest, or covering Blown' In The Wind" he melds past-Bowre moves and per

335-1 M J. (PolyGram), Produced by Bobby Ragenz, Vinty and Ritchie Valee's "La Bamba" is already hol on cubae con femporary radio Sassy Spanish language lyiocs help this dance/Latin tusion may yet set a frend

ONY, HR Records BM 002. No producer listed. Though not fisled. Dev probably produced this himself. After all he wrote the three songs here, and he plays guitars synthesizers, vo techno pop, perioci for the dance floor and full of interesting httle touches Address P.O., Box 69-3761, Miamo, Fla-

BLACK UHURU, Mango MLPS 7803, Produced by Sly Dusbar & Robbie Shakespeare. This tous song EP contones libe songs "Youth" and "Big Spliff" on one side and "Sodom" and "Slaughter" on the other They keep things dub simple here. almost one instrument at a time. The rest is suggestion. There is a hautione number here as well as all and space



by Emilion Stelan and Sergio Rozenblat. Playing the lesson of American, Brazilian and Carribbean pop that characterizes the Means sound MSM grows more sophisticated with each LP Both life romantic ballads and the samballayored upbeat

ROCIO GURCAL CANTA LO ROMANTICO GE JUAN GA BRIEL-Proeto PALO703. Produced by Joan Gabriel. The Mex scan composer's somantic ballads, which include tropical bolleros, rock ballads, and flamenco flavored love songs, and splendedly interpreted by this chart topping female vocalist Eschewing stridency the arrangements, dominated by ro mathic purities licks, are almost old tacksoned in their centle briale music for sharing the insimate feelings the ly

EL DISCO DE ORO CBS VOL. II-CBS DCL-10327. The ma jor shows off its impressive Ealin pop roster in this compiler from LP freeded by Julio Iglesias, Roberto Carlos and Jose Lus Rodriguez Raphael is hose, as well as Abba and Yikkii Carr, somed by the label's Romegroun artists, like Miseri Sound Machine W's hard to imagine a more representative

Billboard's Recommended LPs

RANDY VANWARMER-The Thiors That You Gream, Bearsville 23746 (Warner Reps.). Produced by David Kershenbaum, Af ter tollowing his self pop debut with an underrated foray into a tougher, post purit vein. Vaewaimer reaches for a middle ground here. A large crew of familiar session hervirs and pro-ducer Kershenbaum help buttress that commercial strategy

20/20-Sex Trap, Marrivay Records SRO 101 (Thunderbott Records Distribution). Produced by Steve Ripley & 20/20 This band was originally signed and its LP released as a post Krack clore by Epic Records. New 20/20 is back on a small

mole label it's trio now playing rock with infinences as di-werse as the Cars and Iom Petty, using only guitar, bass DOUG & THE SLUGS-Music For the Hard Of Thinking, RCA

AF31-4422, Produced by Ritchie Cardell & Glen Kolothin Re-member roch in roll party bands the hard that aways played "Loure, Loue" Doug & the Stags, is that fund of band even if they don't do "Louie Louie" on this LP They do: "Nebody Bat

This is basic booze's blues rock a roll. Pitch this at 1. Gerb

RARE SILK-New Weave Polyater \$10 022-1 Y-1 Produced by Ted Daryll. A vocal quartet composed of three women and or man. Raia Silk mates tha close harmonies and creamy attack Os jazz/pop with a book of songs spanning classic jazz and lusion from writers including Richie Cole, Eddle Mains Chick Corea and Stanley Tunienline. Pop radio may miss if sublin achievements, but jazz termats should be receptive

THE HITCHMINERS GUIDE TO THE GALAXY, Part Don, Hann bal Records HNBL 2301. Produced by Gertiey Perkins. Be fore them was the tu series on PBS, there was a tu series on BBC. And before that there were books and a radio seven also on BBC. This double LP is the compacted version of the first four episodes of the radio series. If begins with the de-

jazz

CHRIS CONNOR-Live, Applause APLP1020: Produced by Tim Owens, Taped at Sweet Basit's in New York, this welcome LP contains 13 groven standards and Connor sings them well. A three man backup combo adequately trames her vocal stylings which motive tasteful minypetations of "All Or Nothing At All." Just In Time" and "Lover" Happity, Conor no longer appears to show her Aesta O'Day influence as she did

SAM JONES—The Bassist, Discovery OSB69. Produced by Tochypa Taenaha. Kerth Copeland and Kerny Barron assist the veteran bass player on six tenas. Three of them Sam's originals Recorded for the Interplay label four years ago, in New York, the LP is enhanced substantially by Barron's Steinway shokings, notably on his own: "Tragic Magic" cnt. Anectation is from the typewiter of pranist Cedar Walton

THE WARREN VACHE TRIQ-Midlown Jazz, Concord tazz CI203. Produced by Carl E. Jefferson. Plants! John Bunch and bassist Phil Flangan accompany the versable correl/fluge! horn player in this pleasing 10 line recital. Better than any of the 17 previous Concord LPs Vache has recorded this an displays his falents to best advantage. Titles include "Onl Nowhere." "I Remember April" and "A Time For Love."

THE BILL WATROUS QUARTET-Roaning Bach Into New York, New York, Farrous Door HL144. Produced by Hatry Lim Watrous trombone technique has lew equals Mere in presses with six long tracks. I Should Care, "My Ideal Serenade to Blue among them Decek Smith, Linc Milliman nd Ron Bedford provide laudable accompaniment. The Long Gand Famous Door label, with this album, maintains its high idards with brief aenotation by the producer

NEINIE REAU'S HOLLYWOOG QUINTET - Blues For Two. None Beau has been soled among mysicians as one of the nation s most gifted clannetists and arrangers. Here, thinked by Eddie Miller Nick Fatcol. Ray Sherman and Ray Leatherwood, Beau demonstrates his faients buildantly with a program of 11 to thes, six of them evergreens. Militer's pretly tenor pige nlso is ne Chamber 1922 at its linest

CHARLES LLOYD CHARTET Mantenes B2 Clables No. 60220. Produced by Gabriel Frankhe & Charles Lloyd Ina: free for much of the 70s, bloyd made a fromphant return to the jazz spotlight at last sommer's Montreux summet fronting a onew Lloyd quartet sparked by Ars own tenor sax and flute and by diminutive pianist Michel Petruccian: This live docu ntation groves the acciain was justified

TAL FARLOW'S QUARTET-Cookin' On All Bureers, Concord Sazz C1204. Produced by Carl E. Sellerson. Long regarded as one of the topflight American gorlarists. Factow detily per forms ever exceptional tracks with a librer man shythm section All nine are altractive evergreens, including "It should lose You." "Love Letters" and "I Wished On The Moon," on which Failow generously ashibits his gettle, imaginative

IANE IRA BLOOM -- Mighty Lights, Enja 4044 (PolyGram Classes), Produced by Horst Webei & Mathias Winckelmaen. Unlike her terior and airto sax peers who switch to soprand for

on that's already enabling her to carve out her own deeper she's aided by the Jonnidable rikythm section of Chartie Ha den and Ed Blackwell and presist Fred Hersch

TERESA RREWER/STEPHANE GRAPPELLI-De The Road minutive 'Music, Masic Music' lady collaborates, vecally with one of the all time jazz greats in this speaking, mestal bla display of excellent musicianship. The nine titles melnde "Them Three Eyes," "Don't Take Your Love From Me," "On the Road Agen" and "As Timn Goes By " A thythm section

BECTHOVER: SYMPHOMIES NO. 5 & 6—Philharmonia Oc-chestra, Ashkenazy, Loedon LDR 72015. London has pro-inced Ashkenazy with a fall bodied orchestral sound and the prantst-turned canductor responds with a vigorous, though somewhat conventional reading of the fifth in the Sixth, however, the poetry of the scores seems to elicit a greater commitment and the interpretation rises to a superior level. Both symphonies are offered in a double sleeve at the price of a single disk for a familied time, a bargain many will not want to pass up

MAYON MOLIN CONCERTO NO. 1; WEUXTEMPS: WOLIN CONCERTO NO. 5—Che Liang Lin, Minnesota Dirthesita, Mar-mer, CRS IM 37 796. This is this young Karean violinist's first occording and is notable for more liftan just eschewing such traditional debut vehicles as the Bruch, Mendelssahe on Tchaikovshy He's a remarkabla performer by any count, med died absolute technical secondy to a luncal style and tone of ably not of mass proportion, neither are the pieces crushed elbow to elbow in the catalog - and that's a marketing plus

ALKAN: GRANDE SONATE, DP 33-Ronald Smith, Arabesqua R140. It was little more than a year ago that Smith's first at hum of Alban music to be released in this country generaled necommon seteres! and sales And here is a followup, again likely to shock the unprepared for its cockeyed wheteno and pracism so out of musical phase with his mid 19th con-tury contemporaries. An easy sale to any keyboard butt

DEPARTURES: A CLASSICAL JOURNEY-Bruce Dakov, CBS BFM 37816, Well known therres from fiddle classics against or M 374 to well known treenes from hoose classics against highly pop backgrounds are played with attractive abandon by Duboy, a wishest of obvious talent. Titles such as "for Kees the F Sakir and "Meenska" mach as bit or cateriors, but the listening is easy. These is crossover observable here and also up the sake of the sa contrarty for square up MOR radio programmer

ROLAND LA SERIE Y JOHNNY PACHECO-Oc Pelicula, Faria JM613. Produced by Jehnny Pacheco. La Serie's old style vo cals spend surprisingly modern, as do the big band as Pacheco's production. Black file salts

MARO RIZO PLAYS CARNAVAL MIAMI-Ruo LPSR 1982. Produced by Latin American Music Project. Soft yet estimently danceable Latin spaze by Mis master planes, with some of Masm's heaviest session musicians, including biasoil Cachno and mulanet Rene has Intede Dinger dance music at de

E1 CDCO-trakers, Milestone M-9111, Produced by Tadao Tokoro. Chob's leading yazz ensemble recorded this LP in Japan two years ago, after the departnre of Pagnilo D Rivera. Clean, heartfelt arrangements toughened by frademark driving rhythms and pervaded by a sense of humor Spetlight-The most substanding new product of the week's releases

and that with the greatest potential for Imp of the chart placement picks-predicted for the tag half of the chart in the opinion of the reviewer, recommended—predicted to bit the second half of the chart on the opinion of the reviewer, or alberts of superior quality. Albums receiving a three star rating are not listed. Reviewers. Dave Dester for, Laura Fets, Paul Gren, is Horowitz, Say Kirby, Roman Rocab, Inv. chtman, Edward Marris, Ed Ochs, Leo Sacks, Sam Sytherland, Robum

New Companies

Earwayes, un independent record promotion and marketing company, headed by Sanford Fagin 5 East 67th St. New York, N.Y 10021:

FF Productions, an independent video production company, formed Mountain Ave., Los Angeles, Calif 90046: (213) 650-7411. * * *

Gronvesong Records, formed by Gary Unger, brest release is "Lucky single by Paul Gregory P.O.B 3664, Davegory, Iowa 52808, 909) 794-1968

Herb Goldfarb Associates, a v. software supplier in the New York metropolitan area, formed by Herb Goldfarb. 201 Palo Alto Drive Planview. NY 11803; (516) 935

Kroloff, Marshall & Associates. specializing in management and consulting for public communi-cations, formed by George Kroloff and Donna Marshall Constanti-nopte, 1747 Peensylvania Ave

nople, 1747 Peensylvanio N.W., Suite 920, Washington, D.C. Mark Goldstaub Public Relations

by Alex Masucci First release is "Uh-Huh" by Trademark 344 West 72nd St. New York, NY 10023 (212) 362-8067

Broadway, Surte 1508, New York NY 10036, (212) 575-0404 representing rock-reggae group Black Market 4111 Barbarosa Ave. Coconut Grove, Fla 33133, 13051 667-4535 or (313) 334-9428 Mike Records, formed by Alfen Howard First releases are singles by Howard and Naecy Johnson 171 lst Ave Drive S.E., Taylorsville, N.C. 28681, 17041 632-9443

Number 9 Music, a publishing company furmed by Vicky Ger-maise and Randy Klein, 498 West End Ave., New York, N.Y. 10024. Move in Groove Records, formed

a record and management company

. . .

Radar Reenrds, formed by Eric

hurst, N.Y. 11373, 1212) 507-8000 Ram Rose Records, formed by New Mianii Entertainment Corp.,

Anthony Carrozza. 162 Booth Ave. Englewood, N.J., (800) 526-5125 or * *

Sports And Entertainment Law Society, a division of the New England School of Law Contact Tom Pursell, 154 Stuart St., Boston, Mass. 02116; (617) 451-0010.

Superstar Interestional Management 1.td., a management and p

duction firm headed by Dr. Bob Blough, Signings include the groups Desire and Sugahh. 2049 Century Park East, Suite 1800. Los Angeles. Calif. 90067. (213) 556-3118.

News

CBS Demands Approval On Imported Product Flow

62

dealer's supplier to import any parling Anyone wishing to import a CBS recording is told to first receive a letter of authorization. stating the terms under which the recording may be imported

The spokesman says that CBS will udge each recording individually as to whether it will allow its import-He stresses that the lahel will not allow product to he imported into the U.S. which it plans to release domestically, and that the letter of authorization contains no provisions for an importer to pay CBS for the

right to import its product here Citing Section 602a of the Copy right Act, which became effective Jan. 1, 1978, the letter says that "a opyright is infringed if copies of phonorecords of the copyrighted work, manufactured outside the U.S. are imported into the U.S. without the permission of the U.S. copyright owner The statute pruliibits importing of records with-

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the US copyright for the holder of the exclusive US distribution

rights) ind tapes made lawfully outside the I. S. as well as flictly made product (and) applies to anyone who distributes or sells unlawfully imported product as well as the importer him-

sell." the letter continue "The reason for this letter," the CBS spokesman says, "is that we have been getting inquiries from customers who have been confused as to where they stand on the timport) question. It became clear to us that we should take a pusition publically and uniformly so that ever body knows where we stand and the information doesn't have to be dis

seminated piecemeal The CBS letter is the latest effort by the major multinational record companies to control the flow of imported product. WEA recent signed an agreement with JEM wherehy JEM will get the exclusive

rights to import product by acts ened to WEA subsidiaries abroad (Billboard, Jan 29). To protect its exclusivity, WEA and JEM will separately register the copyright of th foreign-released product in the U.S. but the CBS legal spokesman indicates that CBS automatically sumes it has the exclusive legal rights

in the U.S. to its foreign product The spokesman says that if, for example, the CBS subsidiary in Italy has the rights to an act whose prod-uct has not been released by CBS in the U.S., CBS here still has the exclusive rights to that act's product under its agreement with the subsidtary. There is a US copyright for that song, even if the act is signed to our Italian subsidiary. And we are the people who have the right to enforce that copyright. Essentially, it is the same as if the act were signed to

the American company This represents an expansion of the position CBS took last summer when it sued Important Records in New York and Scorpto Records in Philadelphia (Billboard, July 3 19821 In those two cases, CBS sued

igned directly to the U.S. company. Important acceded to the CBS position without a fight, while the Scorpio suit continues

The Scorpio suit is presently the only such legal action heing undertaken by CBS, though the spokesnumber of letters asking importers not to bring in certain product. He says the importers have complied with the requests

The letter points out that a letter from CBS authorizing the importation of any sound recording relates only to the record itself. A separate appruval may have to be gotten m the publishers of the songs, but the CBS spokesman says that as far as he knows no publisher has yet gone to court to enforce that right

Further, the Copyright Act reads that "The Secretary of the Treasury is authorized to prescribe, hy regu lation, a procedure under which any person claiming an interest in the copyright in a particular work may. upon payment of a specified fee, be d to notification by the Customs Service of the importation of phonocoptes of the work."

However, says the spokesman, that provision of the law was never put nto effect, and neither the Treasury nor the Customs Service has a list of who owns what copyrights where Nor does the Custom Service have the authority to stop the importation of any records manufactured legally

The letter says that CBS itself is arrently working on a way of identifying what imports it has authorized, either by publishing periodic lists or embossing the packages in cision has not yet been worked out as to how this will be done

"Copyrights covering a particula recording may be controlled by different owners in different countries. and you cannot assume safely that the company which releases a title in a foreign country controls the US copyright also If you want to know who owns any selection in the U.S., you will have to check," reads the will continue to be responsible for the legitimacy of the goods you

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SUPPLIERS REEVALUATE POLICY

Chain Lending Albums To Clerks

pears to be raising questions, how ever, is in the categorization of the product as defective merchandise Greenwood himself admits it "prohably" is. His reason for that quali fied answer, he adds, is that the privilege has been offered "as long it's chain-wide

"We have the right to return product to our suppliers, and this policy allows us to sell more product by exposing it more," Greenwood says. further asserting that his stores' a erage returns figures are in line with manufacturer returns ceilings, or significantly under those percent ages "We use a small portion of that returns allowance to expose product on the vendors' behalf, and we do it quite successfully," he notes. A spot check of Liconce outlets

verifies that managers place the horrowed goods in their defective product stock, for recycling to distribuors But, contrary to Greenwood's ise, not every store allows its clerks to take advantage of the privilege. At least one West Los Angeles location has reportedly revoked the clerks' access to the "borrow book an apparently prohationary move that an employee attributed to managerial concern over discrepancies in a past inventory accounting.

Joel Schoenfeld, the RIAA coun sel on antipiracy, confirms that he's notified member labels of the practice, but thus far no formal stand has been taken by the association "We did look into the matter," reports Schoenfeld, "and we determined that there was some validity to the claim that stores had such a policy

Beyond that, however, we could not find out whether it was a chainwide situation Right now my only concern is whether material was returned as defective."

A poll of selected major distribu tors further confirms that top sales executives are concerned about the existence of such a policy. But how those firms will respond remains un clear, since those interviewed would only say they are now evaluating the Licorice "borrow book" policy deed, key sales executives at three

majors underscored the suppliers' dilemma, although they declined at-

Observed one label sales vice president, "As an account, there are no problems with Licorice, and haven't been Their credit is excellent, their payments are always up-to-date, and Greenwood is very above-board, very accessible and forthright in his dealings. If Licorice can maintain that privilege and still stay in line with their returns- and I know, without looking, they gener ally keep them at a manageable level-then it may not be a major problem

oom, we'd have to take a very hard My competitors and mysell could be faced with a system at all the Camelot stores, all the Wherehouse stores, all the Record Bar stores. . If a thousand clerks nationally were borrowing each week. then those costs to us would be

His views echoed the feelings of several distribution executives who deemed the policy a Pandora's box more for its potential spread-and possible mismanagement-than for any effect currently detected in dealings with the Liconce Pizza stores.

INVITATION FOR PROPOSALS TO PURCHASE OR LEASE THE ASSETS OF DEVIL'S LAKE CORRAL LTD. EDMONTON, ALBERTA Peat Marwick Limited. Receiver and Manager will consider wri

proposals to purchase or lease the assets of Devil's Lake Corral Ltd.

The assets comprise an entertainment theatre complex with associated campground and recreational facilities. The property (37.54 acres) is located on the nurth share of Devil's Lake approximately 4 miles from the Town of Onowar. The town t approximately 34 miles from central Edmonton.

The thirty-thousand sq. ft. building with a seiting capacity of 1500 has been utilized as an entertainment facility for dinner shows and dances with celebrity performers. The complex ha also been used as a VV production studio.



Queen's Bench of Alberta must be submitted in writing no later than Wednesday, March 30, 1983 to Peat Marwick Limited in Edmonton. Alberta, Attention: Mr B. Trypka

Further information regarding the assets of the business, including general background information, may be obtained by contacting Mr. L. Dickson or Mr. B. Trypka in Edmonton, Alberta at (401) 421-4114



eiver and Manager, Devil's Lake Corrul Ltd. 2100 Principal Plaza, 10303 Jasper Avenue Edmonton, Alberta, Canada T5J 3N6

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Top Single Picks.



lones, Michael Sackson, writer Michael Jackson; publisher Meac, BMI Epic 34 03759 This hard tocker Teaturing Eddie was Haley on pulse caused a hurz back in Darambay by bringing lackson wide AOR airplay. As the third single from it's currently racing up the Hot 100 on the heels of Bille Jean," No. 1 this week on both pop and black charts.

TOTO-I Wen't Hold You Back (4:35); producer Toto writer S. Lukather, publisher Rehtakut Veets, ASCAP, Co. lumbur 38 03597 Toto's platinum album "IV" continues to nse on the LP chart having garacted eight Grammy nom uphons and generated three hit studies already. This grandh ballad is the fourth release, following the No

KENNY LOGGINS-Welcome To Hearthight (3:55); produc ers. Bruce Botnick, Renuy Loggins, writer. R. Loggins, publisher. Milk Money, ASCAP, Columbia 38 03SSS. The Ibird single from "High Adventure" is a bill of a departure from the straight pop/rock of "Heart to Heart" and "Don't Fight It." This time Loggins offers a more complicated structure which trades off acoustic guitar with electric hard rock, and includes near-tribal drumming and chanting chorus

PATTI AUSTIN-Every Home Should Have One (3:24); pro ducer Quincy Jones, writers Domenic Bugatti, Frank Mus-ker, publisher Blackwood BMI, Qwest 7 29727. This single made a respectable dent on the Hot 100 and black charts when it was first released a year ago. Since that time, "Baby Come To Me" and afternoon by have made Austin a houset

recommended

ADAM ART-Desperate But Not Serious (3:54); producers Asam Ant, Marco Pirron: writers. A. Aut. M. Pirroni, publish ers: EMI: Colgens EMI, ASCAP, Epic 34 03688

SOFT CELL-Lowing You, Habing Me (4:16); producer Mike Thome writers Almond Ball, publisher Metropolis, ASCAP,

TOWNY JAMES-Say Please (3:33); producer Tommy lames. enters T James O Ciccone, publisher Tommy James, BMI 21 Records T1 105

GARLAND IFFFREYS ... What Does It Take (To Win Your Love)

(2-46): producers Garland Jeffreys, Bob Clearmountam, writers. J Bustof, H Fagua V Bulloch publishers. Jobete. ASCAP-Stone Agate, BM1: Epic 34 03687 SHAKIN' STEVENS-I'll Be Satisfied (3:12); producer Ste Colman, writers B Gordy Ir 1 Carlo, G Gordy, publisher Memmac, BMI; Epic 34 03508

BRYANS ADAMS-Straight From The Heart (3:30); producers Bryan Adams. Bob Clearmountain, writers Adams. Kagna publishers Inving/Adams. Communications, BMI, A&M 2536

LE ROUB-Carrie's Gona (3:39); producer Leon Medica widers Fergie Frederiksen Jam Odom, Rod Roddy, publisher widers Fergie Frederiksen Jin Lemed, BMI, RCA PB 13456

MIRE BATT-Love Makes You Crazy (3:3E); producer Mike Butt, writer Mike Batt, publisher April ASCAP, Epic 34

AUTOMATIE-When The Feeling Is Gone (3:58): produce Bruce Nazarian, terry Q Jones, wilders Jerry Q Lee Nolan Menderhall, Bruce Nazarini, publishers Za ponki/Automatu ASCAP MCA 52190

CYCLE—Somebody's Hero (3:50), profucer Roy Yeager, writers Thom Flora, Gary Baker, publisher Lowery. BMI: Southeru Tracks \$1.1016



RAY PARKER, JR.-The People Next Door (3:58); produ Ray Parker, Jr., writer Ray Parker, Jr., publisher Raydiola ASCAP, Arista 10S1 The 'bad boy' of the charts is back again same temps, same cool vocal delivery, same subject matter Parker's trank preoccupation with sex is again the dominant characteristic of this second single from his "Great

TIME-Gigolos Get Lonely Too (3:45); producers Morns Day, Starn Company, writer Morns Day, publisher Tronna ASCAP, Warner Boos 7 29764. The time follows its sassy Walk with a slow, seductive number from the "What Time is ft?" LP Morris Day's vocals take a soulful turn to show the

recommended

TEMPTATIONS—Love On My Mard Tonight (3:S7), producer: Deuris Lambert Stave Barn writers D. Lambert P. Becket publishers. Tuneworks/Big Stigle/Careers, BMI Gordy 1666 MTUME-Juscy Fruit (3.44), producer Jame Mitums 5 Mitume, publishes Mitume, BMI, Epic 34 03578

LOU RAWLS-Wind Seneath My Wings (3:53); producer Ron Halfkine, writers & Henley, J. Silbar, publishers. Wanuer Tamerlane, BMI/WB, ASCAP. Epic 34-03758

Z.Z. HILL-What Am I Gonna Tell Her (3 12): producers. Wolf.

arepnenson, Iom Couch writers Frank Johnson, Thomiser Anderson, publisher Chatawa ASCAP, Malaco MAL 2085 **DREAMGIRLS ORIGINAL BROADWAY CAST-When I First Saw** You (2:41); producer David Foster writers Eyen Kneger publishers Dreamgirts, ASCAP-Dreamettes, BMt Gellen

SWEET REVENGE featuring BEPNIE FELTON—Fired, Lind Off, Terminated, Let Go (4-A2), producers. Lauta Green, Lamar Thomas, Sammy Lowe, within L. Greene gublishers. Ameb. Good People, BMI, Sweet Cory, 52:189 (MC).

Country

Brian Ahern, writer Hash Snow, publisher Rightsong, BMI, Warner Bros. 7.29729. Harns continues her quest for the tra-ditional with a Hank Snow original Laken from her live. LP Awash in Eddle and good time leeking, it's high evergy co

WAYLON-Lucille (You Won't Go Four Gaddy's Will) (3.25); producer Waylon Jennings, writers Richard Prumman, Albert Collins, publisher Venice, BMI, RCA PB 13655. This Little Rickard oldre adapts well to Waylon's macho moanings. The districtive, thumping beat adds a vaguely hypnolic feel to the project, relieved here and there by a lobitzing electric guita

BOSSY BARE & LACY J. DALTON-It's A Girty Job (2:58); producer Billy Shernff, writers ID Cook R Vanifoy, publish ers Cross Keys/Tree/Unichappell/Vaulfoy, ASCAP/BMI Co-lumbia 38 D3628 The an angement and vocals rise above the Appancy of the table hern. And the combination of two such idiasyncratic singers-blending on a gospel-sounding cherus-is both moving and memorable

JERRY LEE LEWIS-Come As You Were (2:25): produces Ron Chancey, writer Paul Craft, publisher Grophick, BMI, MCA 52188. A Deautifully crafted Craft ballad with a yearning of shattered love gives Lewis a chauce to show thau stall on the wones-and he meets like challenge effec-

LEON EVERETTE-My Lady Loves Me (Just As J Am) (3.09): gall & Chris Waters, publisher Blackwood, BMI, RCA PB 13466 Everette beegs his style pure country no chealing found here. A positive lose theme with medium dance heat shows off the versatifity of the Stegall Waters team

MELTILLIS-In The Middle Of The Night (2:49); pro Harold Shedd, writer Bob Corban, publisher Sabal, ASCAP MCA 52182 Calchy and intectiously reprintive, this number a naturel for Talis's casual, easygoing style. These are some provocative little hiddle touches to underline the mood

recommended

McGUFFEY LANE-Doing It Right (2:38): producers Marshall Morgan, Paul Worley, writers. Wood Newton, Dan Tyler, pub. lisher. House of Gold. BMI, Atop 7 99968.

JOHNNY CARVER-Shed A Little Light (2:32); product Jimmy Darrell, Buddy Cannon writers. Buddy Caunon Clyde Philips, Dean Oillon, publishers. Sabal/Sawgrass, ASCAP

GRAM PARSONS AND THE FALLEN ANGELS-Love Hurts (4-34); producers John Delgatto Marley Brast, writer Boud leaus Bryant, publisher House Of Bryant BMI Sierra 10S DAVID ALLEN COE-The Ride (3:06): producer Billy Sherrit writers | B Detterline In , G Gentry, publishers Algee-New

writers 3 B Detterline Jr., G Gents writers, BMI, Columbia 38-03778

RHETT DAVIS-Gone (2:42); producers Floyd Cramer, writer Smokey Rogers, publisher, Rightsong, BMI, Monumeut 4 03660 LEE DRESSER-The Hero (3:15); producer Mark Sherrill, teumg, ASCAP, Air Inter

winter Dresser, publisher Easy Liste national 10021 (Studio City, Cald.) SUBSA TALREST-Easy Calch (turning not listed); pro-

Will Milchell; mnter B Talbert, publisher Rauger, ASCAP Bauger S734 (Storveport, La.)



Al Jarreau Jay Graydon, David Foster, publishers. Al Jarreau. Garden: Rake/Foster. Frees. BM1. Warner. Bros. 7:29720 There's a breezy connectime fael to this first single from the oled with Jarreau's smooth vocal and bright, subject livius

Disco Dance recommended

ENGLISH BEAT-1 Contess (\$'45); producer not listed, writer English Beat, publisher Zomba, BMI, I R S SP 70408 (12 such sugle)

TIN TIN-Kess Me (7:28); producer Bob Lamb writer Tiu Tin, publisher not hated. Size D 29750 (12-juch single) JOHNSON AND YOUNGBLOOD-The Funh is in The Music

(8-07): producers Johnson & Youngblood, writer Roland W. Johnson, publishers: Sugar Biscust/Candy House, ASCAP, West End WES 22151 (12 inch single)

SWEET G-Games People Play (9,11); producer Kurtis Blow Productions, writers Nurtis Blow, David Reeves, Sal Abba-tiello, William Waring, publisher S.E.M., ASCAP, The Fever IFR 001 (West Eud) (12 inch single)



mes, wider Rich James, publisher Stone City Gordy 1670 Rick James assembled this quartel to luffill his coursel of a female ' linh & roll' band that could expand on his own theatrical performance style. This bouncy number leatures group member/character Candy, expressing her pa trainly for a rich beau

Picks-a top 30 chart tune in the opinion of the rowew panel which predicted to land on the Het 100 between 31 and 100

New Music Label Presidents Address Publisher Group By JOHN SIPPEL fen Records.

LOS ANGELES-Bring in an al-

on a \$500 recording budget? Sell 2,000 to 3,000 alhums and break even? Run a label on \$100,000 anpoally? It's not harking back to the late

60s; it's today. It's what some call alternative music business." Greg Shaw, founder/president of Bomp Records, and Bill Hein, who

doubles between Greenworld, a national distributor, and the presidency of Enigma Records, frown on that term. The two local under-30 small label entrepreneurs are into new wave and punk--"new music" is the appelation they favor, they told the Assn. of Independent Music Publishers' meeting here Wednes day (23). They leel the connotation alternative" infers "secondary. and they documented their efforts to build first-rate stable operations

Hein went into distribution four years ago when he opened Green world in auburban Torrance. "I imported punk from the U K and elec tronic music from Germany, and I sold the cool stores. Lots of groups did some small labels. By 1982, Greenworld was selling more domestic than import albums," Hein explained. 1 was selling 1,500 different a

counts across the U.S. Some buy \$50 every two months. Some spend hetween \$10,000 and \$20,000 monthly A label looked like fun, so I started Leather Records. The name changed to Enigma Records for the second album, and we stayed with

Hein does not produce any of his releases. He licenses masters from abroad. Berlin, after numerous turn downs from established labels, is one of several to come to him with finished art, lacquers, and all the other essentials for immediate re-

Dan Bourgoise, president of Bug Music, a local publishing firm that specializes in the new music, explained later that the Berlin demoere so good that when he got them and suggested Hein's new label, they needed just a touch of remixing be fore release Those "demos" have

Indies too, pay statutory rates Bourgoise claimed, in contrast to the majors, who are always negotiating

Video Dealer In U.K. Fined In Horror Case

LONDON-1 mes totalling some \$1,000 have been levied on a video library operator, the first person to he prosecuted under newly applied regulations clamping down on horror videos, known in the trade as "nasties" In addition to being fined. he had his stock confiscated The Leeds-hased trader, Stephe

Taylor, was in court tollowing a raid on his premises in which police took away videocassettes with such titles Driller Killer." "Experiment and "I Spit On Your Grave" It was the first time a dealer had been charged under section two of the Obscene Publications Act, which provides for heavy fines and/or im-

new wave labels don't deduct for refurns reserve He added that new wave writer

have to be coddled a bit, since they are novices. Shaw, too, said patience pays off in dealing with new acts, who are skeptical about record label maneuvering As an example of what these youngsters can produce. Bourrouse mentioned Cathy Valen tine a member of the Textones when she came to him as a hudding writer Now with the Go-Go's, she is a name writer. Dave Alvin of the Blasters is a "superb" writer, Bourgoise

The panelists took a dim view of the "exorbitant" budgets and superannuated promotions and media which the majors utilize. Shaw stressed the value of college radio some vertical commercial radio, alternative publications and cable is When asked about video promos, he said he didn't have the budget, but thought they were worthwhile

Tight hudgets spawn innovative economical marketing, both Shaw and Hein stated at different to Shaw said he favors financing all his deal on paper, "even seven years", with others, it's just verbal Shaw said he doesn't like all his eggs in one basket, feeling he'd rather work on several promising acts at the same time. At the same time, he singled here, which he said has a "good success ratio from concentrating on one

Both men praised Miles Copeland's IRS label deal with A&M, but downgraded pressing and distribi trun deals. When asked, both Hein and Shaw said they would consider dealing with a major, if the end result would mean more record sales for their acts. Both label presidents stated they made far more money and did more for the act when they achieved a 75,000 sales plateau than a major would Hein said that the Blasters sold

75,000 units on Slash, which then turned the alhum over to Warner Bros Records II was the opinion of both that Warner Bros. lost enthusiotely take off, and that the act lost important momentum in the deal

Billboard HOT 100

ı	thesial system, or instrument, in day from only your present accordance to the property of the													
Ī	The Same	50	ens on Crear?	TITLE—Artist (Producer) Winter, Label & Humber (Bishrabuting Labo	0	100	30	Course on	TITLE—Artist (Producer) Mirder, Label & Hamber (Distributing Label)	55	100	WESS OF	TITLE—Artist (Produces) Minder, Label & Number (Diplobuting Lab	H()
		4	,	BILLIE JEAN—Michael Jockson Vijerny prock) 40 reckane (apr. 34 62709	476	唐	33	12	THE WOMAN IN ME—bosse Sometre (Quincy Steen), M. Clark, J. Berlin, Geller J. 25005 (Marrier Briss.) MEM	金	n	2	LAND OF A THOUSAND DANCES—I Gold Band (Seth Joshnas), C. Konnos, A. Dominos, SMI America 9156	wom.
ľ	仚	2	12	SHAME DN THE		食	41	6	JEOPARDY—Greg Side Band (Matthew King Rautmon), Kine, Mright, Bearthley 7 65847 ((Lebira)	68	68	4	BREAD AND BUTTER—Balant Jahn (Leerge Tolen), L. Parts, J. Terrbour, (Charden, SMI) Minore 1644	
	à	3	11	MOON—tab Seger & The Salver Stated Stand (Jump Seems), R. Crowsti: Capital SER7 CYDAN, CAN, CYDAN,	COTT/IG	由	35	8	I'M ALIVE—set Damend	会	79	2	SOME KIND OF FRIEND—Barry Marriage (Barry Marriage) B Marriage A Anderson Areas 1946	CLM
	<u></u>	5	14	STRAY CAT STRUT—Stree Cats (Dave Comunits), B. Setzer: ENI Reservice 0422 DO YOU REALLY WANT TO	HL	会	39	6	POISON ARROW-ARC	70	29	19	SEXUAL HEALING—Waven Gays Waven Greet M. Greet Calendar M. 67302	CLM/APB
	W	۱,	17	HURT ME—Cuture Coh Clime Levent & Key, 1 Mess, M. Crog. 6 O'Dowd; Vegas Cor. 34-63366		金	47	5	(Interes Name) ARC, Mercary \$10346-1 [holygram) CHA-HL LITTLE TOO LATE—Part Benate (Red Gorddo, Peter Cateman), R. Call; Chrysolo 6-03536 CHA-HL	71	30	21	MANEATER—Daryl bull and John Dalon (Daryl Bull and John Galler), D. Nall and J. Oates, S. Allen, DCA 13354	CHA (MI
	r	6	11	HUNGRY LIKE THE WOLF-Duran Duran	CHA-HL CHA-HL	38	38	8	TIED UP—Oliva Nevion labe (John Farrer), J. Farrer, L. Brisney: MCA 52155 CPP	72	51	7	THE BLUES-Randy Brewner and Paul Street	
	6	1	25	(Color Thurston), Duran Duran, Capital 5195 BABY, COME TO ME-Path Austra		儉	42	5	MAKE LOVE STAY-due Paperborg	金	101		7 29803 LOVE MY WAYPsychololic Fars	CPP-ALM
	,	,	22	18 Duel Web James Inglam) (Query Jones), R. Temperton, Query 50036 (Mareor Bros.) YOU AND 1—Lote Robbit. Crystal Cryle	CPP/ALM	*	40	8	DON'T TELL ME YOU	74	69	6	LOVE MY WAY—Psychologic Fars (Todd Randgrass). J. Ratton, 1. Butter, R. Butter, V. Dr. Columbia: 35-03340 TOO MUCH LOVE TO	
	<u>*</u>	۱,	6	Court Malloys, F. Myrrs, Ebster 7 69936 WE'VE GOT	CPP				LOVE ME-sight flanger (Pet Gener), 1 Bades, Bearingth 11-1787 CLM	"	"	1	HIDE—Cropby, Stills and Rush; S. Solls, G. Tolman; Alliantic T- 179881	
	冰	"	°	TONIGHT—Recey Repers and Shana Gather (D. Fester A. Report), B. Seger, Liberty 1452	MEM	金	44	6	WINDS OF CHANGE—Selection Statistics (News Beamsh) F Soars, 3 Soars, Grant 13439 (RCA) HL	1	100	1100		WBM
1	金	11	13	BACK ON THE CHAIN		食	45	5	SO CLOSE—Duna Ross (Duna Ross), D. Buss, B. Musses, PCA 13424	76	76	23	Warner Bres. 7 29786	CPP
П			.,	GANG—The Pretenders (Circle Thomas), C. Hynde; See 7 29845 (Horwer Briss.) PASS THE DUTCHIE—Musical South	WBM	会	43	9	BURNING HEART—Sundenberg (Randenberg and Staat Epps), A. Tandenberg: MBM	1	83	2	ROCK THE CASBAH—The Clerk (the Clerk), The Clerk, Epic 34-0295 SHOPPIN' FROM & TO 7—Text Sheet	WEM
	10	10	13	(Poter Callism), J. Mrttoe; MCA 52149	CLM	会	46	7	LIES-Thompson I bons (Nex Sother), 1 Balley, & Carrie, J. Laway, Arista 1074 CPP	111				CPF/RIM
I	金	14	8	YOU ARE—) sees Refree (Lissel Bobs, Sames Bettery Correctant), L. Riche, B. Narvey Riche, Meteur 1657	CLM	会	54	2	CHANGE OF HEART—	78	70	15	HEART OF THE HIGHT—Junc Rewton (Richard Landes), M. Clark, J. Better, Capital 5864	WEM
ı	金	16	7	ALL RIGHT—Chresopher Cross (Michael Onarbae), C. Cross, Werner Bros. 7 29843	WOM	*	50	7	Ton Pethy And Die Paartineskers (Tom Pethy, Jemay Steine), T. Pethy, Backstreet S2161 (MCA). WRAM.	食	100		SEX (I'M A)—Berts (basel A Lise Pates), 1 Crywford, 0 Bosmond, T Burns; Gefter 7:2947 (Barrier Bros.)	
	13	13	13	YOUR LOVE IS DRIVING		m	Ö		IT'S RAINING MEN—weather Cets IP Jahora, A. Laty), P. Jahara, P. Shader, Columbia 38- 80.354 ML	由		1 4	(T.C. Radiciffe, Tarl. Clarke, Sera 7 29844 (Marson Bros.)	
П	14	8	18	ME CRAZY—Survey Hagar (Auth Steed), S. Hager, Getten 7 29816 (Warner Bros.) DOWN UNDER—was its Work	NEM	食	52	5	I LIKE IT—Debuge (I. Gordy, E. Debugge, C. Boburge, Gordy (645 (Microso)) CPP	山山	100		MINIMUM LOVE—Mac Michanally (Terry Maceller, Claffon Ivry), McAnnally, Mircler, Selfee 1 29736 (Nerses Bris.)	CPP
1	·	20	5	(Peter Midar), E. Hay, R. Strykert, Columbia 38-03363	CLM+APB	48	48	8	1 CAN'T STAND STILL—Doe Veeley (Doe Herley, Danny Rartchmar, Gorg Ladony), D. Honing, D. Norlchmar, Anglass 7 69931 (United)	自由	89	2	PLEASE MR. POSTMAN—Gentle Persussee Note Checker Holland, German, Cerrott, Dolders, Belevisor, Capital 5297	
- 1				(Mér Stein, Revo Etion), S. Perry, J. Corr, Columbia 38- 83513	CPP	会	49	8	BETCHA SHE DON'T LOVE YOU-Looys Eng	山山	170	-	Bolomor, Capital 5297 ESCALATOR OF LIFE—Indext Nazard (Robert Mazard), A. Mazard, IRCA 13449	CPP
AB	会	18	15	TWILIGHT 20NE—Golden Earring Chall Scholebons, G. Rosymans, 21 Rosanis 1-183 (Polypum)	WEM	会	53	5	NI Brown Land PCX 1338 MCL NICE GIRLS—Muleau Marcheter (ser Morio), J. Buctingham, S. Bockingham, M. Grey; Josep 1045	台	100		(Robert Mazzel), R. Razzel, R.A. 1349 KEEP IT TIGHT—Single Suber Theory Sub-Freemon), M. Earvell, L. Buckstop, Hemperor 4-03300 Zps.)	
	会	17	15	ALL ENTOWN	CLN:AP8	食	56	4	SOMETHING TO GRAB FOR—the Grands One Grands for Grands Service 7 7275M (Marrier Briss) WBM	85	73	25	Rpc) WHAT ABOUT ME—Moving Pictures (Chartes Fathers, G. Freet, F. Treet, Behavis 7 69952 (Chartes)	
	会	21	6	ONE ON ONE-Guryl Half and John Gales (Daryl Half, John Gales), D. Ball, DCA 17421	CHA/HL	食	57	6	IT MIGHT BE YOU-Stephen Embor (Bow Grass), B. Gross, M. Bergman, A. Bergman Marter Sess, 7 2979)	86	74	17	(Deltro) SPACE AGE LOVE SONG-4 fort or beauty	HL
5. 1983.	会	23	8		CPP:/ALM	*	58	4	Svis. 7 25791 DPY I DDN'T CARE ANYMORE—Pai Colins (Phi Collins, High Padghari), Phi Collins, Allantic 7 49877	1	75		SPACE AGE LOVE SONG—A Fleck Of Snagaths (Mide Reviet), M. Score, R. Score, F. Mandaloy P. Bryando, Jun. Surata 2003	CPP
5.1	*	24	4		CPP:ALM	会	61	3	WHIRLY GIRL—Dos (1 Angel, Res Mansfeld), L Regol, Golfon 7 29785 (Marson	87	80	17	SHE'S A RUHNER-Billy Squar (Mack, Billy) Ill Squar; Capital S282 YOU GOT LUCKY-	CLM
× I	会	27	7	FALL IN LOVE WITH ME-Earth, Wed and Fro Walnut Miles, B. Well, C Yaught, W Yaugh, Columbia 38-43375	CLM/APB	55	36	13	THE CLAPPING SONG—Por Zentra				Tam Petty and The Hearthreakers Use lovere), T. Petty, M. Compbell, Backstreet 52144 (MCA)	WEN
MA	会	25	18	I KNOW THERE'S SOMETHING GDING DN-Frede		*	62	3	SHE BLINDED ME WITH	89	81	1Z	SHOOT FOR THE MOON—Paca Proce, John Mills.), R. Foung, Allantic T-89919	
	23	12	17	COOR CHINA Hop Pagnano, R. Batert, Atlantic T-29984 COORNY TWO SHOPS—Area has	CLM: SP8	1			SCIENCE—Thomas Dailty (firm France Grasses, T. Dailty), T. Doilty, S. Bent; Capital 5364	n			YOU ARE IN MY SYSTEM—The System (M Morphy, D Frank) M Marphy D Frank, Marage E- 19937 (Mice)	
				clifen Art, Marco Pirren) A. Ret, M. Privoc; Epic 36- 83367	CPP	会	63	3	SHOULD I STAY OR SHOULD	91	82	19	DIRTY LAUNDRY—Don Henley (Don Healey Basny Karthmar, Grog Ladany), B. Healey B. Kartchmar, Anylum 7 68894 (Elektra)	WEN
	24	15	15	HEART TO HEART—stemp taggem (Brace Balleck, Baney Laggers), K. Laggers, M. McDooald, B. Fester, Columbia 38-03377	NEM	由	60	5	COME GIVE YOUR LOVE	92	84	8	WINDOWS—Magning Persons (Len Scott), Bergro, Segrer, Capital S200	CPP
	合	31	7	COME ON EILEEN-boay's Midnight Revens (Diss Largae, Nov Windowley), A. Rowland 1 February, A. Adams; Mercary 74189 (Polygram)	***			1	TO ME—Jenet Sockson of Sphers, I Mejoro) C Burben C Sybers, NAM 2522 CPP	93	85	18	HAND TO HOLD ON TO—John Coops: John Coops: Mollocamp, Bon Gohman), J. C. Mollocamp, Bop 211 (Polygram)	
	会	26	14	Adam; Mecory XIII) (Polygram) ON THE LOOSE—Suga (Raper Hand) M Sadles, I. Crichton, I. Crichton, J. Grimour, S. Regus, Partner 3743359 (Epr.)	CPP	台	59	8	ALWAYS—Fresh (Neward Albert, Non Albert), 1 Sandutors, P. Crests, Atlante, 7 89916 CPP	94	86	6	NEW FRONTIER-Bonald Fages	CLM
	27	19	19	(Report Mine) M. Satter, J. Crichton, I. Crichton, J. Gilmour, S. Repus, Partract 37-43359 (Epic) AFRICA—Letts		会	71	4	THE FANATIC—Friend Dee Bahri, Anne Kentriell) J Sery, CJ Syrs, A. Sian, D. Sands, L. Rest, Reck. W. Raif. 4-23497 (South Bres.) Epict	95	87	6	NEW FRONTIER—Denoid Fager Sary Arts], D Fager Warrer Bern, 7-2972 LITTLE THING CALLED LOVE—New Facong Ried Facong, Doed Briggs, Fox Methigani, R. Toung, Cettus 7-29801 (Western Brins.)	
	金	32	6	(Total) D Prick I. Parcare, Columbia 38-03325 I'VE GOT A ROCK 'N' ROLL	ири	1	65	2	TAKE THE SHORT	96	88	27	7-25607 (Perser Bres.) MICKEY—Tate Basel	WBM
	M			HEART—Enc Capton (Iem Bowl), I. Seals, E. Selser, S. Burnord, Rarner Bros./ Back 7 29789		100			WAY HOME—Dosene Marwick (Barry Gold, Karl Sickardson, Alphy Calutes), B. Gold, A. Galden, Austo 1840 CHU-HL	97	91	18	MICKEY—Tan Basi Sirg Methon, Error Fefch), R. China, M. Chopman, Rodalchore-Verge Record Chrysols, 2538 THE GIRL IS	CPP
	29	22	18	Duck 7 29780 YOU CAN'T HURRY LOVE—Prid Collins O'PH Collins, Hugh Fridgham), Holland, Dozyn, Holland, Matterle, 749933	WRM	会	66	2	LITTLE RED CORVETTE-Proce	3"	31	18	MINE—Michael Jackson Paul McCartney (Suntry Joseph M. Jackson Case M-82788	WEM
	۸.	34	8	O'rd Colons, Hugh Fridghams, Hottand, Bozon, Hulland, Anumic 7-87933 DIEEAMIN' 15 EASY-climit Boson	CPP	食	67	3	WHAT LOVE IS-Marry Balon (fall Sarary) 6. Presignos, B. Walch, EMEAnnance #153 MCA	98	92	35	GLORIA—Lears Sramges GLORIA—Lears Sramges Unit Whit), Go-Profested—Greg Matheman, II Texts, G. Bigazz, 7 Verich, Mineric 4048	
	四合	55	4	Our Feerey R. Goorgham (ICA 1342) DER KOMMISSAR—After The Fire.	CPP	64	64	7	LOVE ME AGAIN—total Rand (John Matt.) Not. Children as \$151	99	72	5	Rigade, 7 Velice, Miseric 4048 VGG-DGG—Balder Sensir	MCA
	公会	37	6		CHAPL	会	78	2	BEAT IT Michael Jackson (Quercy Jones), M. Jackson, Epiz 34-03759 WBM	100	93	22	WCG -DCG - Ration Sensit Radiol Sevet, Mark Statts, Larry Cottlebb, R. Sevet, M. Saths, L. Cottlebb, Columbia 38-39-11 HFARTREFAXER - Commission Security Services	MCA
	M			MY KIND OF LADY—Supertramp (Supertramp, Peter Henderset), R. Davier, R. Hodgest; A&M 2517	CPP-RLM	66	28	16	THE OTHER GUY—Lette fiver Band (Error Rose, Lettle Biser Band), G. Goole Capital 1185 HL				HEARTBREAKER—Dounce Norwick (Barry Gob. Lan Sectorises. (Strby Calabre) S. Gob. 8 Gob. Mr. Gob. Arests 1015	CHAINL

(trangle)		MCA Music, PSP - Feer Southern Pub., PLY - Phymouth Music, WBM -	- Namer Bros Music
HOT 100 A-Z-(Publisher-Licensee) Finders Group Sign. 1 Comparison Committee of Co	Simple Management of Section 1997. George S	30 United State Control of the Contr	18 Chrometon Berr Pares. 19 Chrometon Berr Par
Brest And Buller (Acath Rose, SMI) 68 Do You Rooty stant To Hurt Mo Prest Chapper (Acath Rose, SMI) 8	Hourt Te Heart dAlls Money: Gerwoons ASCAP Fester Franc. Land Of A Trousand Oances. Day: 1 Thorsday Restand Miles	Plans Freedom (Freespither ASCAP) 50 Grands Mis Web Science 57 No.s Gats (Moute Cr Geld Parts and an ASCAP) 12 Parts and an ASCAP)	Test Un Light Faran-Re Of Tou Can't Norty Love ("Sone Agole Me)



THE TURN AROUND YEAR"

The World's Foremost Industry Leaders will address themselves to

THE CHALLENGE OF THE COMPACT DISC

THE IMPACT OF NEW TECHNOLOGY ON RIGHTS Sateline, Video, Co blanket license? non Market Conflict-For and against the

ARTISTS TALK BACK

HITS BREAKING THE LANGUAGE BARRIER ortunity today than ever before. Euliste?

TELEVISION-Friend or Foe? Promoter or The Unwanted Partner? Role of TV & Cable The Music Give-Away?

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There will be no relunds on registration cancellations after April 8 1983, although substitutions may be made. Any concellation prior to that date will be subject to 11% cancellation fee. Registration will be \$75.00 higher at the door

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Miles Davis, who first won in 1900. the nationally-televised show was considered surprising, because he so

seldom attends such functions t John Williams won the Grammy for best original score for the sixth consecutive year, with "E.T." com-ing on the heels of "Star Wars." "Close Encounters Of The Hird Kind," "Superman," "The Empire Strikes Back" and "Raiders Of The Lost Ark." The "E.T." theme "Flying" was also judged best instrumen-tal composition, marking Williams'

filth win in that category in the past The Toto sweep was so thorough that none of their rivals for album of the year were able to score a win in any category And of their fellow record of the year finalists, only Netson took home a Grammy Lobi has. to say the least, avenged its loss tto A Taste Of Honey) of the best new art-

ist Grammy lour years ago The year's top classical album was, as expected. The Goldberg Variations' by plantst Glenn Gould, who died last October. An earlier 11956; Gould treatment of the Bach piece was inducted into the Recording Academy's Hall Of Fame this year, along with Bessie Smith's "Empty Bed Blues" (1928), Pinctup Smith's "Pinetop's Boogie Woogie (1928), the Glenn Miller Orchestra's In The Mood" (1939) and Hank Williams' "Your Cheating Heart'

Here's the complete list of win-

Record of the year Rosanna Toto Colum

Album of the year Total V Columbia Pro-ducer Tota Their second Song of the year "Aways On My Mind" Johnny Christopher Mark James Wayne Thomp

Best new artist Men At Work Columbia Producer of the year Toto Their third POP FIELD

Mate: Truly, Lionel Richie Motown Ho-

About You Melissa Manchester Arista Her Duo or Group 'Up Where We Belong... Joe Cocker & Jennifer Warnes, Island Thew first Instrumental: "Chanois Of Fine (Theme)

ROCK FIELD Male "Hurts So Good ' John Cougar Reval

PolyGram His first Female. "Shadows Of The Night," Pat Bena tar. Chrysals Her third Duo or group: "Eye OI The Tiger." Survivor Scotts Bros. / CBS. Their Inst. Instrumental: 'D N A , A Flock Of Seagulls,

RER FIFI D

live/Arista Thee hest

Male: Sexual Healing, Marvin Gaye Colum ba His first Female, 'And I Am Telling You I m Not Go ing. Jennifer Hollsday Geffen-Warner Bros Her

Due or group: (a tie) "Let It Whip." Dazz Band, Motown Their Irist. Wanna Be With

Instrumental Sexual Healing Marvet Song. Turn Your Love Around " tay Graydon Bill Champin Steve Lukather Garden Rake Mu sic Relitabil Veets Music / ISH Music Graydon and Champlin's second. Lukather's Birst (apart

COUNTRY FIELD Male Always On My Mend Willie Nelson

Female: Break It To Me Gently, Juice New Ion Capitol, Her first

Due or group Mountain Missic, Alabama RCA Ther bish Instrumental 'Alabama Jubilee Roy Clark Churchill His tirst Song. Always On My Mind," John Christo Gems/EMI Music/Rose Bridge Music Their sec

MAZZ FIELD Male An Evening With George Shearing And Mel Torme, Mel Torme Concord Jazz His first

Female "Gershwin Live!" Sarah Vaughan CRS Her first Dao or group. Route 66 Manhatten Trans ter Marty They Ingeth

Instrumental, soloist We Want Miles. Miles Davis, Columbia Hrs Iherd More' Ing Phil Instrumental, group: More' Woods Quartel, Adelphi His third

Instrumental, hig band: Warm Breeze Count Basie & Hrs Orchestra Pablo Today His tazz fusina, "Offramp Pat Metheny Group ECM Warner Bros Their hist

GOSPEL/INSPIRATIONAL FIELD Gospel, contemporary: "Age To Age ' Amy Grant, Myrrh: Wred Hee first Gospel, traditional: "I'm Following You.

Soul pospel, contemporary: Higher Plane

Soul gosgel, traditional: "Precious Lord," All Green Murth: Word His third Inspirational "He Set My Life To Music Barbara Mondrell MCA/Sonabud Her Irisl

MISCELLANEOUS FIELDS

Video "Ohna Physical, Ohna Newton John MCA Video Her lourth Comedy "Live On The Sunset Strip Richard Pryor Warner Bros. His lifth.

Children's. In Harmony 2, Columbia, Lucy rron & Quant Levine producers Their second Cast show album: Dreamgais. Henry Krei ger composer, Tom Eyen, Tyricist David Foster, idicer Gelten-Warner Bros Kreiger and Ethnic or traditional tolk: "Queen Ida & the Bon Temps Zydeco Band On Tour" Queen Ida

GNP Crescendo Her first Traditional blues "Alright Again" Clarence Gatemouth Brown, Rounder His birst Latin: Machito & His Salsa Big Band 82.

Spoken word, documentary or drama Raid ers OI The Lost Ark. The Movie On Record Co. mbia Tem Veogeli, producer His lirst Historical The Tommy Dorsey/Frank Si nalra Sessions," RCA Alan Dell, Ethel Gabriel Don Wardell oroducers They had

COMPOSING ARRANGING FIELDS istrumental composition: Flying (them From ET t tobe Williams composer His

Alburs of original score ET MCA, tohn Without composer His 13th Instrumental arrangement Thing MCA John Williams, arranger. His 14th

Instrumental arrangement accompanying vo-cals(s): Rosanna Jerry Hey, David Paich, Jeff Porcaro Columbia Hey's third Paich's second Porcaro's first

arranger Columbia His third

Engineering: Toto IV," At Schmitt Tom Knox Greg Ladanyi, David Leonard Columbia

Schmilt's fifth Knex Ladanys and Leonard : Album package: Get Closer, Kosh with Ron

Larson, art directors, Elektra-Asylum Kosh's Album notes: Bunny Bergan ("Gonts Ol tazz), John Chilton and Richard Sudhalter Time Life Their first

CLASSICAL FIELD

Album of the year: "Bach The Goldberg Van-ations, Glenn Gould, CBS Producers Glenn Gould and Samuel Carter Gould's second Car Orchestral recording Mahler Symphony

No. 7 In E. Minor James Levine, conductor RCA Producers Thomas Z Shepard and Jay Da eid Saks Levine and Saks' first Shepard's Opera. Warner Der Ring Des Nibelunge

Pierre Boulez, conductor, Philips Producer An drew Razdin Boulez's 11th, Mazdin's second Choral performance: Berlioz La Damnatio de Faust - Margaret Hillis, chorus director: Su Georg Softs conductor London Hillis Salle's 19th Chamber music performance: Brahms The

Sonatas For Clarinet & Piano Op. 120 Richard Stoltzman Richard Geode RCA Their first Instrumental seloist(s) with erchestra: E gar Concerto For Violin In B Minor 1 Itzhak Per man DG His 10th Instrumental salastis) without perhectra

Bach The Goldberg Variations, Glern Gould Vocat selest Verdi Arias, Leontyne Price

Engineering: Mahler Symphony No 7 In 8 Minor, RCA Paul Goodman His birst

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THEME SONG CONTEST

THEME SONG CONTEST

We repromote an use at assessment to be a control of the cont

Yes, I have what it takes...please rush me an entry package

return to: Theme Song Contest 1984 Louisiana World's Fair Box 1984 New Orleans, La. 70158

119531

Billboard TOP LPs & TAPE

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THIS WEEK	LAST WEEK	Weeks on Chart	Computed from national retraitions and nor stopp by the Masso Popularity Chart Dept of Bril hourd APTIST Title	*344	Suggesder List Prices (P Casseller	Start LP-	THIS WEEK	ST WEEK	Reeks on Chart	ANTEST Title	FIM	Suggested List Pices LP Cassettes	Start 1Pr County 4P	S WEEK	IT WEEK.	Weeks or Chart	AKTIST Title	6111	Soggested Lost Prices LP, Correlter	Blea LPV	
			Label, No. (Deat Label) Pot. Co MICHAEL JACKSON Theolog (pp. UL 2027)	Synta	4s. P. Track	Dart	血	37		ELACA SABBATH Dist Co	Symbols	If Testion	Oast	SHLL ON	1597	Week	Eabel, Ro. (Post, Eaber) Dist. Co. REVAN ACIANS	Symbols	Briack	Classiny UP Class	ł
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企	7	40	Business As Usual County AKC 37918 CI DURAN DURAN	-	-	BLP 32	43	43	16	Magnin Cave		5.58	-	会	87	2	Poscho & Lefty Ese PI 1758 CBS THOMPSON TWINS	-		CLP 3	
M		15	Rep Capter 57 17711 U		8.98	-	*	48	4	Midnight Love County 7C 38597 (85) DEXTS MIDNIGHT BUNNER	+-		BLP 16	*	ER	6	Side Kicks Notes AL (60) NO SCANDAL	-	6.98	-	
Ļ	9	46	Hello, I Must Be Going Mainte 80035 HI		8.98	-	45	-	16	Too-Rye Ay Mercury Stoll 1 4005 (Pelygram) POI IUSS	-	8.58	-	W 18	80	14	SCANDAL Scandal Column FC M194 CBS				
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			Records Atlantic 80999 W		8.98			1	Ĺ	Greatest Hirts Full Menn-Epic FF 38300 CRS	_			81	81	13	OZZY DSBOUGNE Speak Df The Devil at 202 30350 (Epc) CBS	•			ı
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14	14	16	TOM PETTY AND THE HEARTBREADERS Long After Dark Buckstreet WCA 8CR 5360 MG	•			曲	50	6	SMOAEY ROBINSON Touch The Sky Tames 6030Ts (Metron) NO		8.98	GLP 18	85	85	33	HIDAS BOISST	•	8.98		TO STORY
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-	18	ii	Spring Session M Captal ST 12228 CA SAMMY HAGAR	-	8.98	-	54	54	21	Winds Of Change Green BALL ASSZ (RCA) RCA LUTHER VANDROSS		8.58		*	101	2	OAK RIOGE BOYS Arrencan Made MIA 5390 MCA		8.98	CLP 44	À
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A	15	39	CULTURE CLUB Kissing To Be Clever Veger Ope Mr. MDS0 CD				会	60	4	ANGELA BOFILL Too Tough		8.58	BLP 8	金	119	2	WELISSA MANCHESTER		8,98	BUF 1	ı
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· (*)	33	14	Night And Day Asii or 4900 UTTLE RIVER BAND	4	8.98	-	会	1		Neruda Ceptor prisons (SV)	-	8.58	-	102	103	16	JAMET MCKSON	-	8.98	8LP 36	1
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35	26	1	Cdf		8.58	-	会	76		DURAN DURAN Duran Duran Gaptor ST 17158 CAP		8.98		-		_	Computer Games Gapon ST 17766 GAP		8.98	BLP 7	1
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ding the greatest sales gains like week 💠 Stars are awarded to other products descontraling equilicant gasts for the week 👁 Beca

Clapton, Stigwood Are Sued

former member of Derek & the Dominos, has fded a suit in the chancery court of Davidson County here against Eric Clapton, Robert Spewood and six other defendants alleging underpayment and failure to account fur his share of the group's income. It also seeks a \$5 ion punitive judgment against Sugwood for fraud and misrepre-

The cust which was filed Feb. 16. also names as defendants the Robert Stigwood Organization Ltd., Robert Sugwood Group Ltd., RSO Records, Throat Music Ltd., Chappell International Music Publishers Ltd and Polydor International GmBH

In the six-count complaint, Whitlock asserts that he had a written agreement with Clapton, signed in 1970, under which Whitlock was to receive a quarter of all earnings and gross revenues generated by the group. He cites among the records released under this agreement for al-bums "Layla" (Polydor); "Derek & the Dominos in Concert" (RSO), Eric Clapton Rainbow Concert tRSO). "History Of Eric Clapton" (Atco); and the singles "Layla" and "Bell Bottom Blues." Whitlock says his contributions included writ ng, recording and performing, but that be has received only partial payment for them and no account-

Polydor and Chappell are cited as the successors in record and publis ing sales to RSO Records and Throat Music. The complaint says that unless the two successors are enthey have collected from the group's various projects, "the defendants will attempt to dissipate or conceal" the funds from Whitlock Whitlock, the complaint says, en-

tered into another agreement in 1979 with Clapton, Stigwood. Throat Music, RSO Records and the Robert Stigwood Organization under which the defendants paid Whit-

RCA Revises Its Policy On **Return Rates**

 Continued from page 1 announcements of the alteration of

its Dec. 31, 1980, returns policy

dated Feb. 18 and received last week by accounts, were identical, except that two contained different 17th

One states, "If your business is more than 51% wholesale, according to an affidavit we will ask you to sign, you will receive a 22% return allowance." The other states, "Any customer whose percentage of wholesale purchases, according to his affidavit, is below 51% will re-ceive an 18% return allowance."

Under the revised general policy disseminated to all, RCA and A&M product customers' return percentages through June 30 will he hased on the preceding fourth month gross purchases. For July, August and September, return allowance will be based on the prior month's pur-chases or the fourth preceding nonth's purchases, whichever is greater In October, the allowance will he based only on the prior month's purchases.

All requests for 1983 returns must be mailed ur given to company sales-persons by February 28, 1984

counting of money owed under the 1970 agreement and agreed to pay future earnings according to the terms of that agreement. The complaint says the \$38,098 75 was fraudently represented by the de-fendants as being his share from the 1970 agreement, which caused Whitlock to make the 1979 agree-

for failing to act in Whitlock's best interests in his capacity as manager for Derek & the Dominos-since he was thus representing both Whitlock and Clapton, whose interests were

Chartbeat

place themselves at No. 1 on Bill oard's Hot 100. He does it as "Billing Jean" takes over the top spot from Patti Austin & James Ingram's "Baby, Come To Me." The last time

a producer had back-to-back No. I eles was in October, 1978, when Mike Chapman scored with Exile's "Kiss You All Over" and Nick Gilder's "Hot Child In The City." And twice in the past two decades

one producer was able to string to gether three successive number ones George Martin did it in the spring of

Stars Ready March Releases

 Continued from page 4 Albums are also due from two

groups which have reached plate num in the past but stopped at guld with their last LPs MCA plans a greatest hits set by the Who, Solar as firmed a new studio package hy the Whispers. On the country front, RCA plans

late March releases for Waylon Jenngs' "It's Only Rock'n'Roll" and an as-yet-untitled album by Ronne Milsap, while MCA has set a March 31 release date for Don Williams Yellow Moon."

Atco plans to release "Scoop, double album by Pete Townshend. on March 4, while Atlantic will follow two weeks later with the second album by Laura Branigan, "Brani-gan II."

Cleveland International plans to issue Meat Loaf's third alhum,
"Midnight Lost & Found," at month's end. And Capitol is looking to a March || release date for the Tubes' second album for the label, "Outside Looking Inside." David Foster produced

One of the month's most eclecia releases is Warner Bros," suundtrack to "King Of Comedy," due March 2 The album features such diverse tal ents as the Pretenders, Ray Charles the Talking Heads, Bub James, B B King, Robbie Robertson and David

Bubbling Under The HOT 100

101-MARIANIA (Polygram)
102-EVERYTHING'S BEAUTIFUL, Dolly Parton 103-LAST NIGHT A D.J. SAVED MY LIFE. In

104-BABY GETS HIGH, Peter Brown, RCA 105-LET ME GO, Heaven 17, Arista 1050 106 - I MELT WITH YOU, Modern English, Site 7 9836 (Warner Bros)

107-ATOMIC DOG, George Chiston, Capitol 108-LIFE IS SOMETHING SPECIAL, New York Citi Peech Boys, Island 7-99926 (Alco) 109-ONE OF US Abba Allantic 7-89881 110-I WON'T BE HOME TONIGHT, Tony Casey.

Rocshire 001

Sugwood is cited in the complaint

'64 with the Beatles' "I Want To Hold Your Hand," "She Loves You" and "Can't Buy Me Love"; Barry Gibh, Karl Richardson and Albby Galuten scored in the spring of '78 with the Bee Gees' "Stavin" Alive," Andy Gibb's "Love Is Thicker Than Water" and the Bee Gees' "Night Fever

Thuse Brits. Fully half of the sin gles in this week's top 10 are by acts from the U.K. Culture Club and Duran Duran climb to posts four and five; Sheena Easton jumps to eight in her duet with Yank Kenny Rogers; and the Pretenders and Musical Youth are nine and 10. With the excention of Easton, none of these acts had previously made the top ten

And this doesn't even count the Stray Cats, who only hit it big after moving to the British Isle from their home on Long Isle. The Cats' "Stray Cat Strut" holds at number three o this week's Hot 100 as the band's Built For Speed" album logs its 15th week at number two on the LPs & Tapes charts

Atari To Dismiss 1.700 Workers · Continued from page 4

system will continue to be manufactured in El Paso. Tex. alone with game cartridges. Cartridges will also e manufactured in an existing Puerto Rico facility

The drastic moves come in the wake of a 56% decline in WCI's fourth-quarter profits (Billboard, Feb 26). Fourth-quarter operaung income was \$1.2 million, contrare to \$136.5 million for the same period a year earlier. Atari has significantly lost market

share in video games over the past two years, as a field it virtually founded became extremely competitive The popularity of game systems competitive with Atari's, and of software made by independent cartridee manufacturers, has severely hurt the company

Bubbling Under The Top LPs 201-VARIOUS ARTISTS, E.T. Sterybook, MCA

202-HERBIE HAWCOCK, Quartet, Columbia C

203-RICHARD AND LINDA THOMPSON, Shoot Out The Lights, Hannibal HBL 1303 204 - PAUL BERRERE, On My Own Two Feet, Mr

rare MiSOO/O (Atlan) 205-STLVESTER, All I Need, Megalone M-1005 206-RIOT, Lave, Elektra 67969 207-ROUGH TRACE. For Those Who Think

Young, Boardwalk 33259 I 208-SOUNOTRACK, Gandhi, RCA ABL 1 4557 209-THE ALL TIME GREATEST HITS OF BOY DRBISON, Monument KWG 2784 38384 I

210-THE SYSTEM, Sweat, Mirage MI 90062

Lifelines

Bobby Hart to Mary Ann Hart,

Deaths

Charles Kullman, 80, of a heart at

tack Feb. 8 in New Haven, Conn. A tenor who sang at the Metropolitan Oprea for 25 seasons, he was one of

the first American singers to estab-

lish a career in Europe before return

ing to the U.S. in triumph. He sang a varied repertory in 402 performances between 1935 and 1960, ranging from

Mozart to Wagner. He also taught at

Indiana Univ. in Bloomington.

Kullman is survived by a daughter.

Elise Burke, and a granddaughter.

Frank Palumbo, 72, Feb. 11 in

Philadelphia. He was the owner-op-erator of Frank Palumbo's Theatre-

Restaurant, the C.R. Club and Pa

lumbo's Nostalgia Room there. He

also ran the Click Club, which fea-

1950s. He is surplised by his wife. Kin.

ured big bands of the 1940s and

Yvonne Coty.

Feb. 14 in Los Angeles, He is a pre

Boy, Andrew Knight, to Leslie and Kent Crawford, Jan. 27 in Santa Monica, Calif. He is assistant to the vice president of sales at Warner

Girl, Christopher Denise, to Sharon and Mike Smith, Feb. 5 in ia, S.C. He manages the Sounds Familiar record store there.

Girl, Kelly Jean, to Linda and James Grogan, Feb. 14 in Kansas City. He is promotion manager for Elektra/Asylum in Kansas City and St. Louis.

Girl, Audrey Mac, to Debi and Jerry Fuhs, Jan. 4 in Jasper, Ind. He is president of Professional Artists thore

Marriages

Feb. 19 in Los Angeles. He is an actor-singer. She is an attorney.

Kris Kristofferson to Lisa Meyers.

Bee Gees Lose Lawsuit

nee a son and a daughter.

Over 'How Deep' C'right Continued from page 4

mony of the trial came when a short piano section of Selle's song was played for Maurice Gibb, on the witness stand "I helieve that is from 'How Deep Is Your Love,' "Maunce Barry Gibb spent most of one day

in the witness stand, during which he frequently hummed the melody. snapped his fingers, and occasio ally sang a few measures of "How Deep Is Your Love." He explained to the jury that since neither he nor his brothers read or write music they composed their songs by singing the melodies into a tape recorder, and the tapes are then transcribed by other musicians into musical scor

It is in the transcription that a mistake may have been made, accord ing to the song's co-producer, Albhy Galuten Galuten testified that the disputed copyrighted sheet music for "How Deep Is Your Love" differed from the song the Bee Gees actually wrote, and from the version recorded on "Saturday Night the decision. The damages will be awarded at a later hearing. After the verdict, Engerman said he would have to calculate how much money to ask for, based on single and al bum sales, plus a percentage of the revenue from "Saturday Night

The soundtrack album from "Sat urday Night Fever," is widely regarded as the best selling album of all time. It sold 25 million copies worldwide, and was the No 1 album in the U.S. for 24 weeks. The single sold over a million copies, and was a top 10 hit for 17 weeks.

While an elated Selle held an im promptu press conference after the decision, the Bee Gees beat a hasty exit. As his brother Barry bustled him through the courtroom door, Robin velled, "That verdict was a Later, a spokesman for the group

said the Bee Gees would appeal the decision. "The Bee Gees state they did not copy the song and will pur-sue all available legal avenues to es-

ASCAP Sets New High With Total '82 Receipts · Continued from page 3 2022,000 distributed in December

foreign societies on a quarterly basis \$122,960,000, as follows: March, \$22,847,000, June, \$25,823,000; September, \$30,017,000, and De-cember, \$44,273,000. Another \$2,875,000 was distributed, consisting primarily of interest earned and included in foreign distribution.

On July 22, the report stated, a foreign distribution, totaling \$15,333,000, was made with money distribution, totaling from the following countries: England, \$7,264,000; France, \$3,156. 900, Germany, \$2,457,000; Sweden \$759,000, and South Africa, \$331, 000, all of which were for 1980, plu another \$1,366,000 which included On Dec. 24, a foreign distribution

was made representing 1980 montes due as follows: Argentina, \$294,000; Australia, \$1,969,000; Austria, \$731,000. Belgium, \$607,000. Can-ada, \$5,538,000; Denmark, \$214; 000. Holland, \$1.099,000; Italy \$1,363,000; Japan, \$1,149,000; Nor-way, \$258,000; Mexico, \$389,000; Spain, \$562,000; Switzerland. Spain, \$562,000, 3... \$627,000; and all other countries

On Dec. 31, the licensing organization had utistanding advances to members totalling \$7,690,000. Dur-ing the year. ASC AP wrote off ad-vances amounting to \$2,000.

	Weel	Eater, Ro. (Dist. Laber) Dist. Co.	Jiraa Symbols	E frack	Country 17 Oars	
9	\$	SOUMO FRACA Party Party ase 19 (217) IEA		8.98		}
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6	41	Atlante 28 16999 RCI. NEIL DIAMORD 12 Greatest Hills Vol. 11 Gillerha III 18031 (85	•	H 58		
4	6	BON SEGER AND THE SILVER BOLLET BAND Here Toright		8.98		
9	2	COMPLETE ORIGINAL AROADWAY CAST Cats Cats (Cats) (Never tox) with		16.98		
5	7	MARTY MODRINS Biggest Hes General AL 36309 CBI			CLP 20	
9	17	EMMTLOU HANRIS Last Date Pore See 123345 WA		8.98	CLP 23	
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5	2	SELECTIONS FROM THE ORIGINAL BROADWAY CAST				
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3	19	SOUNDTRACK An Officer And A Centleman		1.58		
2	21	DOLLY PARTON Greatest Hills RCA Roll 1 6622 RCA		2.95	CLP 14	MA
7	1.7	JOHN COUGAN Nother Malters and What of It Dut				MARCH 5, 1983, BILLBOARD
6	34	Ros (RD Linksyam) FOL ROBERT PLANT Pictures All Eleven Swen Swig SS RSLE (Res) INCA	•	8 98		1983
,	23	VAZ Upstavis Al Eric's Social 2229 September 1 Max		8.98		BILL
1	15	ANNE MURRAY Greatest Hills Greatest 20 12225 CAP	•	1.98	CLP 57	BOAF
1	9	SUPERTRAMP Breadfast to America san 22 2001 ISA	^	8.98		ō
-	3	SAMMY MACAR Remarch Easter ST 1278 CAP		8.58		
2	17	MELEA MODRE The Other Side Of The Rainton Capital ST 12783 GP		N.98	BLP 24	
1	17	VARIOUS ANTISTS Casino Lights Novembra 1 23755 MILA		8.98	80.63	
1	69	DIE J. GEILS BAND Freeze Frame DIE America 500 17062 GAP	•	8.56	40 ti	

I S	9	ŀ	LPs &	Ali	E	gubocatus phylomics (i character se	POSITION 105-298	20	53	Charl Charl	Compiled from maternal relact stores and one stops by the Manic Propriets Chail Dept of Bit botto		Suggested (in)			_	Charl			Suggested Last	
		Dad	of physics or the public	-		Suggestee		THES WEEK	MST	Weeks	AFTIST Tyre Lated, No. (Dat Lated) Dest Co.	MAA Symbols	Prices 1P Casselles II Irack	Block LPr Country LP Chart	THIS WEED	LAST WEEL	Weeks on	APTIST Title Laber, Ro. (Diet Laber) Diet. Co.	JI:MA Symbols	Prices LP Cassettes E frack	State UP: Country 11 Oars
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Į.	Ш		Volume 3 Vestigo XNI 10000 (Mess)	160		8.98		147	151	99	Capital ST 12795 CAP OZZY OSBOUWNE	A	1.98	CLP 41		178	22	Cats Gree Cag 20% (Warner Bree) MEA BRUCE SPRINGSTEEN		8 98	-
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News

Disk/Tape Buyer Trends Analyzed In New Survey

Those who bought recorded product at retail in 1981 spent 479 of their dollars in record and tape stores, 8% in department stores, 269 in discount stores and 19% in "other retail stores," not further identified. Here the changes over the three-year period were minor

Rock music, as defined by buyers, retail expenditures in the last year higher than in the base year. Coun-try increased from 9% to 15%, the biggest eain, while black/disco again as defined by panelists, plum neted from 14% to 7%. In direct marketing, rock held almost flat at 29% of all purchases, while country increased from 20% to 24%, and pop/easy listening declined from 23% to 17%.

Retail sales of recorded product are still heavily skewed to the young although the age profile is changing Buyers 15 to 19 years of mer an 1981, down from 23% in 1979. The 20-24 group rose from 23% to 27% and older groups measured held rel-atively steady at 26% for the 25-34 year group, and 24% for those of 35 White males dominate the fue

In direct marketing, the 15-19 group declined from 17% to 12% in dollar purchases over the three years, while the 20-24 group rose from 18% to 22%, 25-34 held steady at 22%, and the 25-plus category ad

vanced from 41% to 44% Gifts accounted for 20% of all sales says the report, with most bought at retail rather than by mail order. The gift ratio dropped dightly overall over the three years, from 21% in 1979 Gifts dipped from 25% to 22% of all retail purchases, and from 16% to 9% in direct marketing More cassettes were bought as gifts. proportionately, than LPs.

Complementary copies of the full report are available from the RIAA

Variety Of Composers For MCA B'Way Project

tap at least six staff writers and oth ers to prepare a musical score for a Broadway-hound show.

This unusual approach to the scoring of a musical is necessary because of the wide-ranging music genres required of the show, which will tell a story of New York street "It's Fellins meets 'Chorus Line'," says Mike Millius, MCA's di rector of creative services in New York. "We require the hottest kind of inner-city dance music to MOR ballads," adds Millius, chosen hy company president Leeds Levy to ducer, Bert Stratford. The show, also ferent sets of lyrics will be used throughout the show to advance the mostly-sung plotline.
Levy says he regards MCA's in-

volvement with musical properties as a "natural response to the technological revolution that surrounds us by virtue of the musical's marriage of music with dramatic and ral components Musicals convert music into a three-dimensional mode which ultimately provides a better match for the media of home video and such

According to Millius, a New York workshop presentation this sum ie a planned Broadway how this fall.

IRV LICHTMAN

InsideTrack

Jazz Series: What the growing number of shows an cable to have done for pop/rock could well occur for inze when veteran video producer/director Gary Legun and seminal jazz fest producers George Wein team tu do a furthcoming series for the tube. It's reported that backers of the project could include a major tubacco industry name and a housdossting system.

Track happily reports that Nautilus Recordings, San Luis Obispo, Calif., is receiving payments direc accounts receivable, following receipt of a letter early this week by its customers from the First Interstate Bank of Beverly Hills, Calif., stating it was rescinding its earlier letter, requesting payments be made directly to the bank (Billboard, Feb. 12). The bank's most recent epistle stated that the problem that precipitated the first letter resulted from a dispute between the bank and guarantor of the Nautilus loan. Truck has learned the hank was paid in full Feb. 17 culminating a month-long perotia tion between the audiophile recording firm and the

Expert Buddy Killen, prexy of Tree Music, Nashville, to take the chair of retiring Bill Denny of Cedarwood Mu-sic on the NMPA board. Denny, as reported here earlier. ankles the industry to top the Nashville Gas Co. a 12-year association, Jerry Leiber and Mike Stoller no longer participate in the management of Hudson Bay Music, now under sole control of Freddy Bicastnek Originally set for a 20-year joint venture, this severa of management ties continues the administration of Lei-

ber & Stoller copyrights by Hudson Bay. First face-to-face between movie studio rens and re tailers since the VSDA Dallas convention last August is esday (1) at the gathering of the Southern California VSDA chapter. The 8 p.m. session at Griswold's, Full-erton, is on sales promotion, Track learns from Juhn and Carol Paugh of Video Cassettes Unlimited, Santa Ann, chapter president and secretary respectively. Studio follows et include Gary Khammer, RCA/Columbia; Tim Clott, Paramount: Donald Gold, Disney: Rich Beubler, CBS Fox; and Earl Blair, Nostalgia Merchant.

Several ironies underpin Tuesday's confab, expected to draw the biggest turnout in the group's four-year his-tory. One is the evident new rapport between studios and retailers united to increase sales, while in Washington retailers united to increase sales, while in washington, studio lobbyasts vigorously push for first sale doctrine elimination. In opposition, VSDA mounts its heaviest lobby ever in a March 15-16 huddle on Capitol Hill. Pough further notes that the May 3 chapter session on Xrated product will likely be volatile. Recent San Bernurding sheriff raids at member stores find dealers dismayed over statute interpretations.

NMPA prexy Leonard Feist addresses the Church Music Publishers' Assn. during its Wednesday-Thursday (2) 3) conclave in Palm Springs in his first appearance be fore the ecclesiastical musickers. It'll be early April when hearings nn Capitol Hill on the new audin and video rental hills, which redefine first sale ductrine, take place. Staff from the newly furmed Senate Subcommittee or patents, cuparights and trademarks say next month is the target for work on the bills, and House aides agree. Opposition to the video bill by cental retailers, it is reported will be strongest. The audin bill may sail through,

The retailers' udvisory committee of NARM produced the following recommendations after its recent Feb. 16 palaver packages must exhibit strong pilferage resistance with the rigid back and fully secure joining of the plastic window around the carrindge; end and spine identilication for horizonal merchandising, durability to re-

as new releases, in time, become catalog; and parallel availability of conventional cassette Philly's Printing Services began printing Friday (25) of 12-inch-square flats of Grammy winners for delivery to U.S. retailers. Some two million Grammy stickers, designed to cover previously delivered nomine ckers on albums, are also shipping.

Frankie Carle, 79, on a 75-day, 55-city U.S. tour with

Joe Graydon's "Big Band Cavalcade," has just had a new tome, "Golden Touch," written about him by Gene Catrambone. Big flackery received by the January Las Veras CES hus elicited 1,030 applications for more than 700,000 square feet of exhibit space at the June show, according to EIA's Jack Wayman. A sepa-rate area, McCormick West, will house computer and game hardware and software, and 16 hours of work shops on the topic are planned. AFTRA's national executive secretary Sandy Wolff:

his assistant, John C. Hall, and industry label reps huddle beginning Monday (28) at the Spence-Manor Hotel, Nashville, to attempt to negotiate a new collective hargaining pact. The current one expires March 31.

Compliments Tu JVC: Track's editor purchased some of its VCR hardware in Fehruary. Last week, in comes a followup. offering a five volume set. "Video The Better Way," if you visit a JVC dealer for a demonstration of other equipment. It marks the first time we can remem ber that such a manufacturer made marketing use of a warranty eard. The mailing also contained a complete four-color JVC catalog Cristal Gavle and husband four-color JVC catalog Bill Gatzimos readying for their first offspring in Sep-Edited by JOHN SIPPEL

Back Track

more than 50% of airtime was devoted to DJs and Lee Eastman acquired the Cheerio, Ryton and Ross Jungnickel catalogs. The Music Per-formance Trust Fund announced it had collected \$1,844,277 in 1952 . Ralph Flanagan's Orchestra, Perry Como, Jo Stafford and the Mills Brothers

topped Billboard's annual DJ poll
20 years ago this week. Bibby Darin bought four
publishing firms from Joe Csida and Ed Burton... Sonny Burke moved from Decca, where Bud Dant re placed him, to take over as executive ader man for Re-prise Records. . . . WINS New York started airing the

hursday night Billboard staff record review panels Ken Glancy was named vice president, Columbia record sales, and Jack Loctz became general ager of Columbia Records Distributors ter howed Showcase Records. . . . Joe Talbot opened a pressing plant in Nashville.

10 tears ago this week. Bell Records ruised the wholesale price of a \$7.98 album from \$3.40 to \$3.43 John Harper named West Coast promo boss for ... NAIRD formed in Memphis, with George Hocutt and Chris Strachwitz as co-chairmen

Taj Mahal filed with the California labor commission to have his management pact with Bill Graham voided and all commissions returned

FIVE-HOUR SATELLITE-LINKED PREMIERE

Nashville Cable Net Debuting BURID KIRRY house by Nashville Network will be

NASHVILLE - With nearly seven million subscribers set nationally. the udvertiser-supported Nashville Network cable to system makes its dehut Monday (7) with a five-hour live broadcast that will incorporate satellite hookups to country enter-tuiners onstage in Austin, New York Los Angeles, Chicago, Denver and

The debut will be launched by a pecial edition of "Nashville Nov a regularly-scheduled nightly enterety of programs to be offered by the

Initially, Nashville Network will air 18 hours per day of program-ming, with six of these hours firstavailable to subscribers in stereo For its launch, which begins at 9 p.m. EST, "Nashville Now spotlight Rosanne Cash, T.G. Shep-

purd, Emmylou Harris, Bill Monroe Tanya Tucker, Hoyt Axton, Tamm-Wynette, Don Williams, Lynn Anderson, Ed Bruce, Larry Gutlin, Ray Stevens, Roy Acuff, Minnie Pearl, Chet Atkins and the Nashville Net work Orchestru, umong others. The Nashville Network will offer

seven shows Monday-Friday, with additional programming incorpofated into the weekend schedule, as cording to director of programming Elmer Alley All shows will be music-related, including interviews, dance show, game shows, sitcoms, and gospel and variety programtheme, Alley emphasizes that the cable channel is not going to be "a country MTV." He says the network is "open" to the possibility of using try music video clips, but he admits there are "difficulties coming to contractual agreements with the Nashville record companies." Unlike MTV, which airs tabel-

upplied video on a restricted basis and has agreed to indemnification in case of lawsuit against the manufac urers, Nashville Network has alleg edly refused to limit its potential u age of record comp. Further, it has not agreed to protec tive indemnification for the labels Instead, Nashville Network is cur rently doing its own videotaping of performances by those artists to be

Low Profile For Music At Miami NARM Confab LOS ANGELES-The steady

move by traditional record/tape outlets into non-music product dramatically illustrated by NARM's eminar activity April 11-13 at Miami's Fontainebleu Hilton Only two of six seminars uddress musts sessions on the peripheral areas of classical and children's product. Three pairs of concurrent semi-

scheduled for 8:30 a m - I p.m. Wednesday (13), third day of the convention Topics are video software, video games and computer

Handleman Co. Net Income Up NEW YORK -Net income in

creased 14.49 while sales declined 1.39 in the third quarter ending Jun. 29 for Hundleman Co, the giant Net income for the third quarter was \$2,461,000 or 55 cents per share

per share in the previous third quai ter Sales dropped to \$58,525,000 compared to \$59,307,000. For the nine month period, net in-creased to \$6,787,000 from

\$6.566,000, while sales dropped to \$171,635,000 compared \$176,255,000. Earnings per share for the first nine months were \$1.52 compared to \$1.47 last year

on the two music topics will be fol-lowed by one on alternative product lines, including blank tape, carrying cases, jewelry, apparel, greeting cards and sunglasses.

While some sessions' panelists are still being confirmed, others are complete. Chairpersons and confirmed panelists are

"Merchandising Prerecorded Video Software" Gene Silverman, Video Frend. "Integrating Video Games Into The Retail Record And Tape Store" Jim McCullaugh, Software Merchandising magazine, with Alan Levenson, Turtles Records & Tapes: Marianne Levitt, The Record Shop, and Mitchell Perliss. Show Industries "The Promises

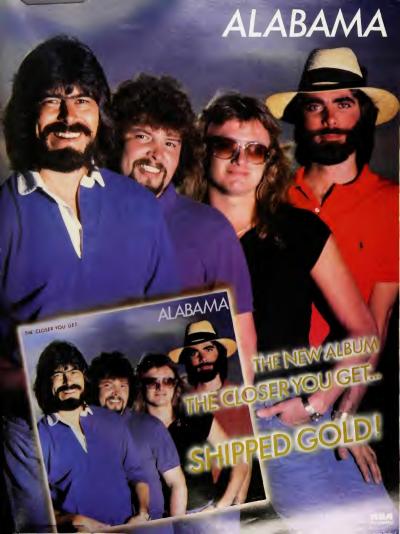
And Pitfalls Of Home Computer Software" Richard Lionetti, Softsel The Kiddie Business Is Growin Up! Are You?" Shelly Tirk, Kid Stuff Records "Classics: The rowth Music Business" Iru Moss. Moss Music Group, with John Har per, PolyGram, Irwin Katz, RCA Stuart Schwartz Harmony Hut Stuart Schwartz Harmony Hut Lou Garrett, Camelot, and Stan Go-nian, Tower Records "Alternative Product Lines" Today's Profit And Tomorrow's Potential" Lee Cohen,

Liconce Pizza, with David Jacko-

witz, Peaches, Justin Dudley, Largo

Music, and Frank Wolhert, Spec's

run telecasis. All shows produced in



MATCH YOUR FAVORITE ARTISTS WITH THE ALBUM FEATURING THEIR NEWEST SONGS. YOU HAVE THIRTY SECOND

Pretenders

"Back On The Chain Gang"

B.B. King The King Of Comedy

"'Tain't Nobody's Bizness (If I Do)"

The King Of Comedy

Talking Heads "Swamp" The King Of Comedy

Bob James "King Of Comedy"

The King Of Comedy

Rickie Lee Jones
"Rainbow Sleeve"

The King Of Comedy

Robbie Robertson "Between Trains" The King Of Comedy

Ric Ocasek
"Steal The Night"

The King Of Comedy

Ray Charles
"Come Rain Or Come Shine"

The King Of Comedy

David Sanborn
"The Finer Things"

The King Of Comedy

Van Morrison
"Wonderful Remark"

The King Of Comedy

If you picked The King Of Comedy Original Sound Track....... you win. Produced by Robbie Robertson, it features new music that's now available on Warner Bros. Records and Cassettes.

STREET DATE: MARCH 7



The Order American Containing the Proceedings of Cassettes.